



COMMONWEALTH OF PENNSYLVANIA
MILK MARKETING BOARD

Official General
Order No. A-882

Posted: May 20, 1994
Effective: June 1, 1994

ESTABLISHING THE EAST CENTRAL MILK MARKETING AREA, AREA NO. 2
FIXING MINIMUM PRICES FOR MILK AND CERTAIN MILK PRODUCTS AND
OTHERWISE REGULATING THE CLASSIFICATION, MARKETING AND
DISTRIBUTION OF MILK AND MILK PRODUCTS IN AREA NO. 2

The Commonwealth of Pennsylvania, Milk Marketing Board, under the authority conferred by the Milk Marketing Law (Act of July 31, 1968, P.L. 963, No. 294), as amended, hereby orders that all parts of Milk Marketing Official General Orders inconsistent with this Official General Order No. A-882 are superseded with respect to the East Central Milk Marketing Area, known as Milk Marketing Area No. 2. This Order shall become effective at 12:01 a.m., June 1, 1994.

SECTION A
SCOPE

This Official General Order shall govern the classification, sale, and distribution of milk within Area No. 2 as defined in Section B.

SECTION B
DEFINITIONS

The following words and terms shall have the meanings set forth below unless the context clearly indicates otherwise:

Area No. 2 - All municipalities, cities, boroughs, and townships within the following counties: Berks, Lehigh, and Northampton.

Consumer - Any person, natural, corporate, statutory or governmental, other than a milk dealer, handler or store who purchases milk for consumption or use by himself or others.

Fluid Milk Product - Milk, skim milk, buttermilk, plain or flavored milk and milk drinks (plain or flavored) including reconstituted milk or skim milk, concentrated milk not in hermetically sealed containers, and products made from fluid skim milk or from nonfat milk solids to which vegetable fat has been added.

Fluid Cream Product - Cream, including but not limited to, aerated cream and sterilized cream or a mixture of cream and milk or skim milk containing 10 percent or more butterfat.

Limited Service - The delivery of price controlled products in a manner that complies with the requirements of Section F, Provision 7, Paragraphs (b) through (j).

Multi-Store Group - Three or more stores that satisfy the requirements set forth in Section F, Provision 11.

Over-Price Premium - An amount paid to a producer or producer cooperative for all classes of milk that is in excess of the producer price mandated by this Order.

Person - An individual, corporation, association, partnership, limited partnership, or other unincorporated enterprise owned or conducted by or on behalf of two or more individuals or other persons.

Primary Supplier - A milk dealer making a wholesale sale of Class I products to a multi-store group for a price that is discounted under Section F, Provision 11, based upon the volume of sales by that milk dealer to the multi-store group and the individual stores within the multi-store group.

Producer - A person selling milk produced by cows owned or leased by such person.

Retail Home Delivered - A retail sale where the fluid milk product or fluid cream product, or both, are delivered to the consumer's home.

Retail Sale - The sale of a fluid milk product or fluid cream product, or both, to a consumer.

School - An educational institution, whether public or private, serving Kindergarten through Grade 12.

Secondary Supplier - A milk dealer making a wholesale sale of Class I products to a multi-store group for a price that is discounted under Section F, Provision 11, based upon the volume of sales by another milk dealer to the multi-store group and the individual stores within the multi-store group.

Store - Any mercantile establishment which sells or distributes milk.

Wholesale Sale - The sale of a fluid milk product or fluid cream product, or both, by a person other than a producer to a person other than a consumer.

SECTION C
CLASSIFICATION OF MILK

PROVISION 1 - CLASSIFICATION

Milk shall be classified based upon its use as set forth below except that milk that is classified under the terms of a Federal Milk Marketing Order shall be deemed to be of the class determined according to the terms of the Federal Milk Marketing Order applicable to the milk being classified.

PROVISION 2 - CLASS I MILK

Class I milk shall be all skim milk and butterfat:

- (a) Disposed of as a fluid milk product containing less than 10% butterfat content except as provided in Provision 3 of this section;
- (b) Contained in inventory of packaged fluid milk products on hand at the end of the month; or
- (c) Not specifically designated as another class of milk.

PROVISION 3 - CLASS II MILK

Class II milk shall be all skim milk and butterfat:

- (a) Disposed of in the form of a fluid cream product, eggnog, and any product containing artificial fat, fat substitutes, or 6 percent or more nonmilk fat (or oil) that resembles a fluid cream product or eggnog, except as otherwise provided in Provision 4 of this section;
- (b) In packaged inventory at the end of the month of the products specified in Provision 3(a) of this section;
- (c) In bulk fluid milk products and bulk fluid cream products disposed of to any commercial food processing establishment (other than a milk or filled milk plant) at which food products (other than milk products or filled milk) are processed and from which there is no disposition of fluid milk products or fluid cream products other than those received in consumer-type packages; and
- (d) Used to produce:
 - (1) Cottage cheese, lowfat cottage cheese, dry curd cottage cheese, and their by-products (whey);
 - (2) Milkshakes and ice milk mixes (or bases) containing 20 percent or more total solids, frozen desserts, and frozen dessert mixes;
 - (3) Any concentrated milk product in bulk fluid form other than that specified in Provision 4(a)(4) of this section;
 - (4) Plastic cream, frozen cream, anhydrous milkfat, aerated cream, sour cream and sour half and half; and sour cream mixtures containing nonmilk items;
 - (5) Custards, puddings, pancake mixes and buttermilk biscuit mixes, yogurt and any other semi-solid product resembling a Class II product and containing less than 10 percent butterfat;

- (6) Formulas especially prepared for infant feeding or dietary use that are packaged in hermetically sealed containers; and
- (7) Candy, soup, bakery products, and other prepared foods which are processed for general distribution to the public.

PROVISION 4 - CLASS III MILK

Class III milk shall be all skim milk and butterfat:

- (a) Used to produce:
 - (1) Cheese (other than cottage cheese, lowfat cottage cheese, and dry curd cottage cheese) and its by-products (whey);
 - (2) Butter;
 - (3) Any milk product in dry form except nonfat dry milk powder;
 - (4) Any concentrated milk product in bulk fluid form that is used to produce a Class III product;
 - (5) Evaporated or condensed milk (plain or sweetened) in a consumer-type package and evaporated or condensed skim milk (plain or sweetened) in a consumer-type package;
 - (6) Nonfat dry milk powder except when allocated to Class III-A under Provision 5 of this section; and
 - (7) Any product not otherwise specified in this section except nonfat dry milk powder.
- (b) In inventory at the end of the month of fluid milk products in bulk form and products specified in Provision 3(a) of this section in bulk form;
- (c) In fluid milk products and products specified in Provision 3(a) of this section that are disposed of by a handler for animal feed;
- (d) In fluid milk products and products specified in Provision 3(a) of this section that are dumped by a handler if the Federal Market Administrator is notified of such dumping in advance and is given the opportunity to verify such disposition;
- (e) In skim milk in any modified fluid milk product or in any product specified in Provision 3(a) of this section that is in excess of the quantity of skim milk in such product that was included within the fluid milk product definition pursuant to the terms of a Federal Milk Marketing Order applicable to the milk being classified; and
- (f) In shrinkage assigned pursuant to the terms of the Federal Milk Marketing Order applicable to the milk being classified.

PROVISION 5 - CLASS III-A MILK

Class III-A milk shall be all skim milk and butterfat used to produce nonfat dry milk powder which has been designated as Class III-A under federal law and applicable federal regulations.

SECTION D
MINIMUM CLASS PRICES

PROVISION 1 - CLASS PRICES

A milk dealer shall pay a producer or cooperative the following minimum class prices for each hundredweight of milk that the producer or cooperative delivers or makes available on consignment or otherwise to the milk dealer:

- (a) The Class I price for the month shall be either the Class I price established, announced, and published under federal law and the federal regulations for Federal Milk Marketing Order No. 4 less \$0.28 or \$13.25, whichever is greater, plus any Board-mandated premiums.
- (b) The Class II price for the month shall be the Class II price established, announced, and published under federal law and the federal regulations applicable to the milk being priced.
- (c) The Class III price for the month shall be the Class III price established, announced, and published under federal law and the federal regulations applicable to the milk being priced.
- (d) The Class III-A price for each month shall be the Class III-A price established, announced, and published under federal law and the federal regulations applicable to the milk being priced.

PROVISION 2 - FLUID SALES OUTSIDE PENNSYLVANIA

The producer price for all fluid milk produced in Pennsylvania, processed, bottled or packaged, and sold or disposed of outside the Commonwealth of Pennsylvania as fluid milk (PMMB Class I equivalent) shall be determined as follows: The producer price for milk of similar use prevailing in the market area in which such milk is ultimately sold shall be ascertained by the Board and announced not later than the fifth day of each month, or the prior business day if the fifth day is a Saturday, Sunday, or holiday.

PROVISION 3 - BUTTERFAT DIFFERENTIAL; DIRECT DELIVERY DIFFERENTIAL

The butterfat differentials and the direct delivery differential established under federal law and the federal regulations applicable to the milk being priced are incorporated herein.

PROVISION 4 - USE OF EQUIVALENT PRICE

If a price quotation used in determining the Class I, II, III, or III-A price or the butterfat differential is not available, the Board shall determine and use an equivalent price.

PROVISION 5 - SALES IN OTHER AREAS

The producer price of milk shall be determined according to the Official General Order for the milk marketing area in which the milk is located when it leaves the selling dealer's control. Milk shall be presumed to leave the selling dealer's control upon:

- (a) Arrival at the destination point designated by the

- purchaser if the seller incurs the costs of delivery;
(b) Placement on the seller's dock if the purchaser takes possession using;
- (1) Equipment owned or leased and personnel employed by the purchaser; or
 - (2) A trucking company that is independent from the seller. In determining whether a trucking company is independent from the seller, the Board will consider the totality of the relationship between the seller and the trucking company, including whether the seller;
 - (A) Owns any interest in the trucking company and, if so, the extent of such interest;
 - (B) Shares common directors, officers, management personnel or employees with the trucking company;
 - (C) Uses equipment or facilities in common with the trucking company;
 - (D) Shares common accounting, purchasing, accounts receivable or billing operations with the trucking company;
 - (E) Has common financing or credit arrangements with the trucking company.

SECTION E PAYMENTS TO PRODUCERS

The amount owed by a milk dealer to a producer shall be determined as follows:

- (a) The number of pounds of milk and butterfat handled, sold, used or disposed of by the milk dealer for each class of milk as defined in Section C of this Official General Order shall be totaled by class and adjusted for milk received from sources other than producers as set forth in 7 Pa. Code Chapter 143.
- (b) The adjusted total pounds of milk and butterfat handled, sold, used or disposed of by the milk dealer for each class of milk as determined under Paragraph (a) shall be multiplied by the prices and butterfat differential prescribed in Section D of this Official General Order using the weighted average butterfat test of the milk used for each classification.
- (c) The total value of all classes of milk as determined under Paragraph (b) of this Official General Order shall be divided by the total pounds of milk and butterfat received by the milk dealer from producers to determine the "blended rate per hundred pounds of milk."
- (d) The milk dealer shall pay each producer from whom the milk dealer received milk according to 7 Pa. Code Chapter 143.
- (e) No deductions or assessments of any kind, type or nature whatsoever shall be made from the producer prices set forth in this Order unless permission in writing is first

- received from the producer. All such deductions shall be itemized in detail on the monthly statement to producers.
- (f) A monthly statement shall be rendered producers in accordance with 7 Pa. Code §143.14.
 - (g) In the case of any handler making payments to producers through the operation of a marketwide pool, the Board will recognize such pool debits and/or credits to the accounts of such handlers. Payments for marketing services by federal market administrators and assessments for Order administration shall not be recognized as a payment to producers.

SECTION F RESALE PRICES

PROVISION 1 - MINIMUM RESALE PRICES

Subject to the remaining Provisions of this section, the minimum wholesale and retail prices for fluid milk, fluid milk products, and fluid cream sold or made available in Area No. 2 by persons other than producers, shall be as set forth below. Wholesale sales and retail sales in any other milk marketing area shall be paid for in accordance with the prices established for that area.

- (a) The minimum wholesale prices prescribed in Schedule I of this Order are the prices applicable to a wholesale sale of packaged or bulk Class I or Class II fluid milk products and fluid cream products, or both. The minimum prices set forth in Schedule I may be reduced by any applicable discount set forth in Provisions 7 or 8 of this section.

Return of nondefective controlled product is prohibited under any circumstances or pricing scheme. Sales of fluid milk products or fluid cream products between licensed dealers shall be governed by Provision 10 of this section.

- (b) The minimum retail out-of-store prices prescribed in Schedule II of this Order are the minimum prices to be charged by and paid to a store by a consumer who purchases a fluid milk product or fluid cream product, or both, for off-premise consumption or use. These prices are applicable irrespective of off-premise use by the consumer.
- (c) The minimum retail home-delivered prices prescribed in Schedule II, Footnote 3 of this Order are the minimum prices to be charged and paid when the product purchased is delivered by a milk dealer or subdealer to a consumer. These prices are applicable irrespective of ultimate use by the consumer and apply to all sales to a consumer except those as defined in Paragraph (b) of this Provision.

PROVISION 2 - RESALE PRICE ADJUSTMENT

The minimum resale prices for all products, including light, medium and heavy cream, prescribed in Schedules I and II of this Official General Order shall be adjusted upward or downward with movements in the Class I price, the prevailing area milk cost, and the butterfat differential. The adjustment of resale prices shall be made on the basis of eighteen cent brackets.

The first bracket established shall range from \$15.88 to \$16.05. Eighteen cent brackets above \$16.05 and below \$15.88 are also established. (For example, the next lower bracket shall range from \$15.70 to \$15.87.)

An upward or downward movement in the Class I price from bracket to bracket shall trigger a corresponding 1/2 cent per quart adjustment in resale prices (on all levels, including wholesale, retail out-of-store, and retail home delivered) for each bracket movement.

For example, Table 1 demonstrates, for standard milk (product code 400) 3.25 percent to 4 percent butterfat content only, the resale price adjustments which would occur by reason of movements in the Class I price between the ranges of \$10.83 and \$19.28. Similar adjustments will occur in all sizes and types of containers for all products at all levels. The effect of this Provision is not limited to Class I movements within the aforementioned range only. Table 1 is set forth as an example to demonstrate the adjustments under this Provision.

PROVISION 3 - PREVAILING AREA MILK COST

The prevailing area milk cost shall be determined on a monthly basis in the following manner:

- (a) All dealers selling milk in Area No. 2 shall report to the Board monthly the total amount paid for producer milk including all premiums, handling fees, quality or service premiums or other costs directly associated with procurement of milk from producers for the previous month and the volume of all classes of milk which they purchased for resale in Area No. 2.
- (b) Monthly, the Board shall compute the weighted average over-price premium of classes of milk purchased for processing and resale in Area No. 2.
- (c) The prevailing area milk cost for any month shall be the sum of the weighted average over-price premium plus any special fees, assessments or other charges imposed on milk dealers by the Board or the Federal Government plus the price of Class I milk purchased for processing and resale in Area No. 2 for the third month preceding that month.
- (d) The prevailing area milk cost shall be published not later than the fifth day of the month preceding the month in which that price shall be in effect or on the prior business day if the fifth day is a Saturday, Sunday, or holiday.

PROVISION 4 - BUTTERFAT DIFFERENTIAL ADJUSTMENT

After determining the Class I price as set forth above and the applicable wholesale price bracket, wholesale prices shall be adjusted to reflect changes in the butterfat differential as set forth in Table 2.

PROVISION 5 - PRICING MULTIPLE UNIT PACKAGES

- (a) Where two quart containers are fastened together for sale as a half-gallon package or where two half-gallon containers are fastened together for sale as a gallon package, the resulting package may be sold at the prices established for paper one-half gallons and plastic gallons respectively on Schedules I and II of this Order plus \$.01.
- (b) When a package comprised of two quarts fastened together is offered for sale as a half-gallon and when a package comprised of two single half-gallons fastened together is offered for sale as a gallon, the package so offered shall be marked in such a manner that when separated, the component parts thereof shall be clearly identified as an integral part of the larger single package. For example: One of the quart containers may be marked "HALF" and the remaining quart container may be marked "GALLON"; one of the half-gallon containers may be marked "ONE," the other half-gallon container "GALLON"; or the word "TWIN" may be marked on one container and the word "PACK" may be marked on the other.
- (c) A package must be fastened together by one of the following means:
 - (1) Stapled at the plant in such a manner that separation of the package would be clearly evident;
 - (2) Glued at the plant in such a manner that separation of the package would be clearly evident;
 - (3) Fastened by a nonperforated handle at the plant, which is glued or stapled to both components of the package in such a manner that separation of the package would be clearly evident; or
 - (4) Taped at the plant by heat-sealing process so that separation of the package would be clearly evident.
- (d) All sales of any other combination package shall be at no less than the sum of the prices of its component parts.

PROVISION 6 - EXEMPTIONS FROM BULK RESALE PRICING PROVISIONS

The following sales of bulk milk or bulk cream or both are exempt from the resale prices set forth in Schedule I of this Order:

- (a) Any sale of bulk cream in excess of 320 quarts per sale;
- (b) Any sale of bulk milk or bulk cream (sweet or sour) to a manufacturer of food products, PROVIDED, the milk or cream is used exclusively for the manufacture of food products at the plant or plants of such manufacturer, and no fluid milk or cream is moved from such manufacturing location;

- (c) Any sale to a bakery, hotel, restaurant, hospital, or institution which operates a commissary separate and apart from its other accommodations. "Separate" and "apart" as used herein means separately housed and completely detached from its other accommodations.
- (d) This Provision is not applicable to any sales where physical possession is taken, by the buyer, in bulk milk dispenser cans or containers, gallon, half gallon, quart, pint, one-third quart, half pint, or other similar containers for which a price is established by this Order.
- (e) Any sale made under this Provision cannot be used in computing the average daily delivery under the bulk pricing in Schedule I of this Order.
- (f) A dealer making sales under this Provision, whether cash or credit, shall be required to have readily available for inspection by personnel of the Board, for a period of two years, the following:
 - (1) Exact location of the manufacturing plant(s) where products were utilized;
 - (2) The selling price and quantity of any product sold under this Provision together with the price and quantity of any other products sold;
 - (3) A record from which the Board can readily ascertain the method by which the sales price was determined.

PROVISION 7 - LIMITED SERVICE DISCOUNTS

- (a) A person making a wholesale sale of Class I products may, where the products are to be delivered on a limited service basis, reduce the prices set forth in Schedule I of this Order by:
 - (1) 4 percent if the weekly average delivery to an individual stop is at least 200 quarts;
 - (2) 8 percent if the weekly average delivery to an individual stop is at least 500 quarts;
 - (3) 13 percent if the weekly average delivery to an individual stop is at least 1,000 quarts; and
 - (4) 16 percent if the weekly average delivery to an individual stop is at least 2,500 quarts.
- (b) For purposes of this Provision, the weekly average delivery shall be the total number of quarts of Class I price controlled products, net of returns of defective products delivered to or picked up by the purchaser at an individual stop for resale in the original package divided by the number of actual deliveries of price controlled products made from 12:01 a.m. on Monday to 12:00 midnight on the following Sunday. Each seller making a wholesale sale may consider only his own sales and not sales by other sellers in determining whether the purchaser qualifies for a price reduction under this Provision.
- (c) All Class I price controlled products sold and purchased under this Provision shall be purchased for resale or use in Area No. 2.

- (d) All Class I products shall be delivered to one specified receiving point used normally for the receiving of food products. The purchaser shall be responsible for any further handling of the dairy product on which the discount applies. Rotating stock, stocking shelves or inventorying products is prohibited. In addition to all other requirements set forth in this Provision, for the discount to apply, all products handled on such delivery, whether price controlled products or not, shall be delivered in accordance with Paragraphs (b) through (g) of this Provision.
- (e) The price reductions set forth in this Provision shall apply only when an order for such Class I price controlled products is placed by the purchaser at least a day before each delivery.
- (f) All sales made under this Provision are final. Any allowance for returns is prohibited except for defective products.
- (g) Empty cases or containers shall be assembled by the purchaser for convenient pickup by the seller.
- (h) This Provision [does not apply to sales to schools but] is applicable to any sales of bulk or dispenser milk as priced in the Bulk Section of Schedule I.
- (i) The price reduction for sales in bulk containers is to be applied to the prices set forth in bulk per quart established in Schedule I.
- (j) All reductions in the prices set forth in Schedule I made for any purpose shall be rounded to four decimal places on an item by item basis. If the fifth decimal place is five or more, the fourth decimal place shall be increased. If the fifth decimal place is less than five, the fourth decimal place shall remain unchanged. For example, \$1.05655 becomes \$1.0566 and \$1.0565499 becomes \$1.0565.

PROVISION 8 - SCHOOL DISCOUNTS

- (a) A person making a wholesale sale of Class I products may, where the products are to be delivered on a limited service basis, reduce the prices set forth in Schedule I of this Order by 4 percent if the weekly average delivery to individual schools is at least 275 quarts.
- (b) For purposes of this Provision, the weekly average delivery shall be the total number of quarts of Class I price controlled products delivered to an individual stop or picked up by the purchasing school for resale in the original package divided by the number of actual deliveries or pickups made from 12:01 a.m. on Monday to 12:00 midnight on the following Sunday. Each seller making a wholesale sale may consider only his own sales and not sales by other sellers in determining whether the purchasing school qualifies for a price reduction under this Provision.

- (c) The price reductions set forth in this Provision are subject to the same restrictions and limitations outlined in Paragraphs (c), (d), (e), (f), (g) and (j) of the Limited Service Provisions of this Order (Section F, Provision 7).
- (d) This Provision is applicable to any sales of bulk or dispenser milk as priced in the Bulk Section of Schedule I.

PROVISION 9 - SALES AT THE SELLER'S PLATFORM

- (a) A person making a wholesale sale of Class I products may, where the products are to be received by the buyer on the seller's platform, reduce the prices set forth in Schedule I of this Order by:
 - (1) 18 percent if the buyer purchases at least 800 quarts; and
 - (2) 20 percent if the buyer purchases at least 2,500 quarts.
- (b) For purposes of Paragraph (a), a buyer will be considered to receive products on the seller's platform only if the buyer takes physical possession of the products and incurs all direct and indirect delivery expenses using either:
 - (1) Equipment owned or leased and personnel employed by the buyer; or
 - (2) An independent trucking company licensed by the Pennsylvania Public Utility Commission and charging at least 2.2 cents per quart equivalent for delivery services. The Board will apply the standards set forth in Section D, Provision 5, Paragraph (b) in determining whether a trucking company is independent from the seller.
- (c) The price reductions set forth in this Provision shall apply only when an order for such Class I products is placed by the purchaser at least a day prior to the sale.
- (d) All sales made under this Provision are final. Any allowance for returns is prohibited except for defective products.
- (e) This Provision [does not apply to sales to schools, but] is applicable to any sales of bulk or dispenser milk as priced in the bulk section of Schedule I.
- (f) All reductions in the prices set forth in Schedule I made for any purpose shall be rounded to four decimal places on an item by item basis. If the fifth decimal place is a five or more, the fourth decimal place shall be increased. If the fifth decimal place is less than five, the fourth decimal place shall remain unchanged. For example, \$1.05655 becomes \$1.0566 and \$1.0565499 becomes \$1.0565.

PROVISION 10 - LICENSEE TO LICENSEE DISCOUNTS

- (a) A licensed milk dealer selling fluid milk products or fluid cream products, or both, to a milk dealer or subdealer may reduce the prices set forth in Schedule I of this Order by 23 percent if the requirements of Paragraph (b) of this Provision are met.

- (b) The price reductions set forth in Paragraph (a) of this Provision may be made only if:
 - (1) The buyer takes physical possession of all products purchased at the seller's platform or on a single drop basis;
 - (2) The selling dealer does not provide to the purchaser any labor or other personal service in connection with the transportation for resale of the products purchased; and
 - (3) The selling dealer does not pay consideration of any type to the purchaser for services rendered.
- (c) All reductions in the prices set forth in Schedule I made for any purpose shall be rounded to four decimal places on an item by item basis. If the fifth decimal place is five or more, the fourth decimal place shall be increased. If the fifth decimal place is less than five, the fourth decimal place shall remain unchanged. For example, \$1.05655 becomes \$1.0566 and \$1.0565499 becomes \$1.0565.

PROVISION 11 - MULTI-STORE DISCOUNT: QUALIFICATION

- (a) Three or more stores may form a multi-store group provided all of the following are satisfied:
 - (1) The stores are owned by the same person or persons or are operated under franchises granted by the same franchisor;
 - (2) All invoices for milk purchased by the stores are received, processed, and paid by the common owner, franchisor or contracting entity; and
 - (3) The primary dealer files with the Board a sworn statement listing the name, address, and average weekly volume of milk purchases of each store that is a member of the multi-store group. The multi-store group may file the information required by this paragraph if the primary dealer fails to do so.
- (b) A milk dealer making a wholesale sale of Class I products to a multi-store group on a limited service basis as set forth in Section F, Provision 7, Paragraphs (b) through (j) may reduce the prices set forth in Schedule I:
 - (1) 4 percent if the weekly average delivery to an individual location is at least 200 quarts;
 - (2) 8 percent if the weekly average delivery to an individual location is at least 500 quarts;
 - (3) 13 percent if the weekly average delivery to an individual location is at least 1,000 quarts; and
 - (4) 16 percent if the weekly average delivery to an individual location is at least 2,500 quarts;
- (c) The weekly average quarts per delivery to an individual location shall be determined by dividing the total number of quarts of Class I products delivered to the location

by the primary supplier, net of returns of defective products, by the number of actual deliveries of Class I products to the stop by the primary supplier between 12:01 a.m. on Monday to 12:00 midnight on the ensuing Sunday.

- (d) Each location shall receive the Class I products sold under this Provision at one specified point normally used for receiving food products. The purchaser shall be responsible for any further handling of the Class I products sold under this Provision.

PROVISION 12 - MULTI-STORE GROUP: SECONDARY SUPPLIER

- (a) A secondary supplier making a wholesale sale of Class I products to a store that is a member of a multi-store group may reduce the prices set forth in Schedule I of this Order by the same percentage that the primary supplier is permitted to reduce its prices.
- (b) A secondary supplier selling milk to a member of a multi-store group must comply with all the requirements set forth in this Order that apply to the primary supplier except for the volume of purchases.

PROVISION 13 - MULTI-STORE DISCOUNT: ADDITIONAL DISCOUNT

- (a) A primary supplier or a secondary supplier making a wholesale sale of Class I products to a multi-store group on a limited service basis may reduce the prices set forth in Schedule I by an additional 2 percent (of the total amount due prior to the application of the discount set forth in Provision 11(b) of this Section) if the weekly total deliveries of Class I products to the multi-store group is at least 100,000 quarts.
- (b) The weekly total deliveries of Class I products to the multi-store group shall be determined by adding the total number of quarts of Class I products delivered to each store member of the multi-store group, net of returns of defective products, between 12:01 a.m. on Monday and 12:00 midnight on the ensuing Sunday.
- (c) The additional discount permitted by this Provision may be given to the common owner, franchisor or contracting entity only and not to the individual store members of the multi-store group. A common owner, franchisor or contracting entity that accepts the additional discount permitted under this provision shall be deemed to guarantee payment to the primary supplier of the secondary supplier, or both.

PROVISION 14 - NEW TYPES OF MILK OR CONTAINERS

No product or type of milk or cream or size of container for which a price is not specifically prescribed herein shall be used or sold within the Commonwealth until authority is granted by the Milk Marketing Board for its use or sale.

PROVISION 15 - RETURNABLE REUSABLE CONTAINER DEPOSIT

A deposit shall be charged and collected on each returnable, reusable container as follows:

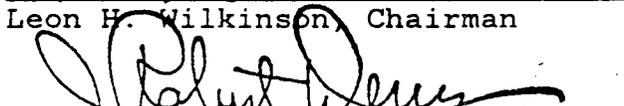
	<u>Gallon</u>	<u>1/2 Gallon</u>
Dealer to Wholesale Customer	\$0.50	\$0.40
Store to Consumer	.50	.40
Dealer to Consumer	.50	.40

SECTION G

All provisions of the Regulations promulgated by the Pennsylvania Milk Marketing Board are incorporated by reference and made a part of this Official General Order.

PENNSYLVANIA MILK MARKETING BOARD


Leon H. Wilkinson, Chairman


J. Robert Derry, Consumer Member


Donald E. Lanius, Member

May 20, 1994

IF YOU REQUIRE THIS INFORMATION IN AN ALTERNATE FORMAT, PLEASE CALL LISA SANNO AT (717) 787-4194 OR 1-800-654-5984 (PA RELAY SERVICE FOR TDD USERS).

MILK MARKETING AREA 2

EXAMPLE OF MILK PRICE BRACKETS (STANDARD MILK)

CLASS 1 PRICE	REFERENCE LETTER	WHOLESALE			RETAIL		
		GALLON HOMO	1/2 GAL. HOMO	QUART HOMO	GALLON HOMO	1/2 GAL. HOMO	QUART HOMO
\$11.02 TO \$11.19	LL	\$1.8175	\$0.9302	\$0.4716	\$1.85	\$0.95	\$0.47
\$11.20 TO \$11.37	LM	\$1.8375	\$0.9402	\$0.4766	\$1.87	\$0.96	\$0.48
\$11.38 TO \$11.55	LN	\$1.8575	\$0.9502	\$0.4816	\$1.89	\$0.97	\$0.48
\$11.56 TO \$11.73	LO	\$1.8775	\$0.9602	\$0.4866	\$1.91	\$0.98	\$0.49
\$11.74 TO \$11.91	LP	\$1.8975	\$0.9702	\$0.4916	\$1.93	\$0.99	\$0.49
\$11.92 TO \$12.09	LQ	\$1.9175	\$0.9802	\$0.4966	\$1.95	\$1.00	\$0.50
\$12.10 TO \$12.27	LR	\$1.9375	\$0.9902	\$0.5016	\$1.97	\$1.01	\$0.50
\$12.28 TO \$12.45	LS	\$1.9575	\$1.0002	\$0.5066	\$1.99	\$1.02	\$0.51
\$12.46 TO \$12.63	LT	\$1.9775	\$1.0102	\$0.5116	\$2.01	\$1.03	\$0.51
\$12.64 TO \$12.81	LU	\$1.9975	\$1.0202	\$0.5166	\$2.03	\$1.04	\$0.52
\$12.82 TO \$12.99	LV	\$2.0175	\$1.0302	\$0.5216	\$2.05	\$1.05	\$0.52
\$13.00 TO \$13.17	LW	\$2.0375	\$1.0402	\$0.5266	\$2.07	\$1.06	\$0.53
\$13.18 TO \$13.35	LX	\$2.0575	\$1.0502	\$0.5316	\$2.09	\$1.07	\$0.53
\$13.36 TO \$13.53	LY	\$2.0775	\$1.0602	\$0.5366	\$2.11	\$1.08	\$0.54
\$13.54 TO \$13.71	LZ	\$2.0975	\$1.0702	\$0.5416	\$2.13	\$1.09	\$0.55
\$13.72 TO \$13.89	MA	\$2.1175	\$1.0802	\$0.5466	\$2.15	\$1.10	\$0.55
\$13.90 TO \$14.07	MB	\$2.1375	\$1.0902	\$0.5516	\$2.17	\$1.11	\$0.56
\$14.08 TO \$14.25	MC	\$2.1575	\$1.1002	\$0.5566	\$2.19	\$1.12	\$0.56
\$14.26 TO \$14.43	MD	\$2.1775	\$1.1102	\$0.5616	\$2.21	\$1.13	\$0.57
\$14.44 TO \$14.61	ME	\$2.1975	\$1.1202	\$0.5666	\$2.23	\$1.14	\$0.57
\$14.62 TO \$14.79	MF	\$2.2175	\$1.1302	\$0.5716	\$2.25	\$1.15	\$0.58
\$14.80 TO \$14.97	MG	\$2.2375	\$1.1402	\$0.5766	\$2.27	\$1.16	\$0.58
\$14.98 TO \$15.15	MH	\$2.2575	\$1.1502	\$0.5816	\$2.29	\$1.17	\$0.59
\$15.16 TO \$15.33	MI	\$2.2775	\$1.1602	\$0.5866	\$2.31	\$1.18	\$0.59
\$15.34 TO \$15.51	MJ	\$2.2975	\$1.1702	\$0.5916	\$2.33	\$1.19	\$0.60
\$15.52 TO \$15.69	MK	\$2.3175	\$1.1802	\$0.5966	\$2.35	\$1.20	\$0.60
\$15.70 TO \$15.87	ML	\$2.3375	\$1.1902	\$0.6016	\$2.37	\$1.21	\$0.61
\$15.88 TO \$16.05	MM	\$2.3575	\$1.2002	\$0.6066	\$2.39	\$1.22	\$0.61
\$16.06 TO \$16.23	MN	\$2.3775	\$1.2102	\$0.6116	\$2.41	\$1.23	\$0.62
\$16.24 TO \$16.41	MO	\$2.3975	\$1.2202	\$0.6166	\$2.43	\$1.24	\$0.62
\$16.42 TO \$16.59	MP	\$2.4175	\$1.2302	\$0.6216	\$2.45	\$1.25	\$0.63
\$16.60 TO \$16.77	MQ	\$2.4375	\$1.2402	\$0.6266	\$2.47	\$1.26	\$0.63
\$16.78 TO \$16.95	MR	\$2.4575	\$1.2502	\$0.6316	\$2.49	\$1.27	\$0.64
\$16.96 TO \$17.13	MS	\$2.4775	\$1.2602	\$0.6366	\$2.51	\$1.28	\$0.64
\$17.14 TO \$17.31	MT	\$2.4975	\$1.2702	\$0.6416	\$2.53	\$1.29	\$0.65
\$17.32 TO \$17.49	MU	\$2.5175	\$1.2802	\$0.6466	\$2.55	\$1.30	\$0.65
\$17.50 TO \$17.67	MV	\$2.5375	\$1.2902	\$0.6516	\$2.57	\$1.31	\$0.66
\$17.68 TO \$17.85	MW	\$2.5575	\$1.3002	\$0.6566	\$2.59	\$1.32	\$0.66
\$17.86 TO \$18.03	MX	\$2.5775	\$1.3102	\$0.6616	\$2.61	\$1.33	\$0.67
\$18.04 TO \$18.21	MY	\$2.5975	\$1.3202	\$0.6666	\$2.63	\$1.34	\$0.67
\$18.22 TO \$18.39	MZ	\$2.6175	\$1.3302	\$0.6716	\$2.65	\$1.35	\$0.68
\$18.40 TO \$18.57	NA	\$2.6375	\$1.3402	\$0.6766	\$2.67	\$1.36	\$0.68
\$18.58 TO \$18.75	NB	\$2.6575	\$1.3502	\$0.6816	\$2.69	\$1.37	\$0.69
\$18.76 TO \$18.93	NC	\$2.6775	\$1.3602	\$0.6866	\$2.71	\$1.38	\$0.69
\$18.94 TO \$19.11	ND	\$2.6975	\$1.3702	\$0.6916	\$2.73	\$1.39	\$0.70
\$19.12 TO \$19.29	NE	\$2.7175	\$1.3802	\$0.6966	\$2.75	\$1.40	\$0.70
\$19.30 TO \$19.47	NF	\$2.7375	\$1.3902	\$0.7016	\$2.77	\$1.41	\$0.71

MILK MARKETING AREA 2

TABLE OF ADJUSTMENTS FOR CHANGES IN BUTTERFAT DIFFERENTIAL

SCHEDULE NUMBER	BUTTERFAT DIFFERENTIAL	STANDARD	HOMO	FLAVORED MILK	LOWFAT FLAVORED	2%	1%	BUTTERMILK	SKIM	HALF & HALF	SOUR CREAM	LIGHT CREAM	MEDIUM CREAM	HEAVY CREAM
1	-0.016 TO -0.011	(0.00880)	0.00110	0.00110	0.02750	0.01980	0.02860	0.01210	0.04620	(0.10120)	(0.20570)	(0.20570)	(0.36960)	(0.44990)
2	-0.010 TO -0.005	(0.00800)	0.00100	0.00100	0.02500	0.01800	0.02600	0.01100	0.04200	(0.09200)	(0.18700)	(0.18700)	(0.33600)	(0.40900)
3	-0.004 TO 0.001	(0.00720)	0.00090	0.00090	0.02250	0.01620	0.02340	0.00990	0.03780	(0.08280)	(0.16830)	(0.16830)	(0.30240)	(0.36810)
4	0.002 TO 0.007	(0.00640)	0.00080	0.00080	0.02000	0.01440	0.02080	0.00880	0.03360	(0.07360)	(0.14960)	(0.14960)	(0.26880)	(0.32720)
5	0.008 TO 0.013	(0.00560)	0.00070	0.00070	0.01750	0.01260	0.01820	0.00770	0.02940	(0.06440)	(0.13090)	(0.13090)	(0.23520)	(0.28630)
6	0.014 TO 0.019	(0.00480)	0.00060	0.00060	0.01500	0.01080	0.01560	0.00660	0.02520	(0.05520)	(0.11220)	(0.11220)	(0.20160)	(0.24540)
7	0.020 TO 0.025	(0.00400)	0.00050	0.00050	0.01250	0.00900	0.01300	0.00550	0.02100	(0.04600)	(0.09350)	(0.09350)	(0.16800)	(0.20450)
8	0.026 TO 0.031	(0.00320)	0.00040	0.00040	0.01000	0.00720	0.01040	0.00440	0.01680	(0.03680)	(0.07480)	(0.07480)	(0.13440)	(0.16360)
9	0.032 TO 0.037	(0.00240)	0.00030	0.00030	0.00750	0.00540	0.00780	0.00330	0.01260	(0.02760)	(0.05610)	(0.05610)	(0.10080)	(0.12270)
10	0.038 TO 0.043	(0.00160)	0.00020	0.00020	0.00500	0.00360	0.00520	0.00220	0.00840	(0.01840)	(0.03740)	(0.03740)	(0.06720)	(0.08180)
11	0.044 TO 0.049	(0.00080)	0.00010	0.00010	0.00250	0.00180	0.00260	0.00110	0.00420	(0.00920)	(0.01870)	(0.01870)	(0.03360)	(0.04090)
12	0.050 TO 0.055	0.00000	0.00000	0.00000	0.00000	0.00000	0.00000	0.00000	0.00000	0.00000	0.00000	0.00000	0.00000	0.00000
13	0.056 TO 0.061	0.00080	(0.00010)	(0.00010)	(0.00250)	(0.00180)	(0.00260)	(0.00110)	(0.00420)	0.00920	0.01870	0.01870	0.03360	0.04090
14	0.062 TO 0.067	0.00160	(0.00020)	(0.00020)	(0.00500)	(0.00360)	(0.00520)	(0.00220)	(0.00840)	0.01840	0.03740	0.03740	0.06720	0.08180
15	0.068 TO 0.073	0.00240	(0.00030)	(0.00030)	(0.00750)	(0.00540)	(0.00780)	(0.00330)	(0.01260)	0.02760	0.05610	0.05610	0.10080	0.12270
16	0.074 TO 0.079	0.00320	(0.00040)	(0.00040)	(0.01000)	(0.00720)	(0.01040)	(0.00440)	(0.01680)	0.03680	0.07480	0.07480	0.13440	0.16360
17	0.080 TO 0.085	0.00400	(0.00050)	(0.00050)	(0.01250)	(0.00900)	(0.01300)	(0.00550)	(0.02100)	0.04600	0.09350	0.09350	0.16800	0.20450
18	0.086 TO 0.091	0.00480	(0.00060)	(0.00060)	(0.01500)	(0.01080)	(0.01560)	(0.00660)	(0.02520)	0.05520	0.11220	0.11220	0.20160	0.24540
19	0.092 TO 0.097	0.00560	(0.00070)	(0.00070)	(0.01750)	(0.01260)	(0.01820)	(0.00770)	(0.02940)	0.06440	0.13090	0.13090	0.23520	0.28630
20	0.098 TO 0.103	0.00640	(0.00080)	(0.00080)	(0.02000)	(0.01440)	(0.02080)	(0.00880)	(0.03360)	0.07360	0.14960	0.14960	0.26880	0.32720
21	0.104 TO 0.109	0.00720	(0.00090)	(0.00090)	(0.02250)	(0.01620)	(0.02340)	(0.00990)	(0.03780)	0.08280	0.16830	0.16830	0.30240	0.36810
22	0.110 TO 0.115	0.00800	(0.00100)	(0.00100)	(0.02500)	(0.01800)	(0.02600)	(0.01100)	(0.04200)	0.09200	0.18700	0.18700	0.33600	0.40900
23	0.116 TO 0.121	0.00880	(0.00110)	(0.00110)	(0.02750)	(0.01980)	(0.02860)	(0.01210)	(0.04620)	0.10120	0.20570	0.20570	0.36960	0.44990
24	0.122 TO 0.127	0.00960	(0.00120)	(0.00120)	(0.03000)	(0.02160)	(0.03120)	(0.01320)	(0.05040)	0.11040	0.22440	0.22440	0.40320	0.49080
25	0.128 TO 0.133	0.01040	(0.00130)	(0.00130)	(0.03250)	(0.02340)	(0.03380)	(0.01430)	(0.05460)	0.11960	0.24310	0.24310	0.43680	0.53170
26	0.134 TO 0.139	0.01120	(0.00140)	(0.00140)	(0.03500)	(0.02520)	(0.03640)	(0.01540)	(0.05880)	0.12880	0.26180	0.26180	0.47040	0.57260
27	0.140 TO 0.145	0.01200	(0.00150)	(0.00150)	(0.03750)	(0.02700)	(0.03900)	(0.01650)	(0.06300)	0.13800	0.28050	0.28050	0.50400	0.61350

PENNSYLVANIA MILK MARKETING BOARD
 EAST CENTRAL MILK MARKETING AREA, AREA NO. 2
 MINIMUM WHOLESALE PRICES

MM-12

SCHEDULE I

OGO A-882

DESCRIPTION	PRODUCT CODE	BUTTERFAT % RANGE		BULK PER QT. EQUIV. GAL./1/	NON-RETURNABLE -----							
		LOW	HIGH		1/2 GAL. /2/	QUART	PINT	1/3 QT.	1/2 PT.	6 OZ.	4 OZ.	
STANDARD MILK	0300	4.01	6.00	0.5998	2.3922	1.2176	0.6153	0.3163	0.2111	0.1630	0.1300	0.0896
STANDARD MILK	0400	3.25	4.00	0.5911	2.3575	1.2002	0.6066	0.3119	0.2083	0.1608	0.1284	0.0886
FLAVORED MILK	0500	2.01	8.00	0.6123	2.4423	1.2425	0.6278	0.3225	0.2149	0.1661	0.1214	0.0912
LOWFAT FLAVORED MILK	0600	0.00	2.00	0.5995	2.3909	1.2168	0.6150	0.3161	0.2110	0.1629	0.1214	0.0896
LOWFAT MILK	0800	2.00	3.24	0.5765	2.2992	1.1709	0.5920	0.3046	0.2048	0.1572	0.1257	0.0867
LOWFAT MILK	0900	0.50	1.99	0.5727	2.2840	1.1634	0.5882	0.3027	0.2026	0.1563	0.1257	0.0863
BUTTERMILK	1000	0.00	6.00	0.5834	2.3266	1.1847	0.5989	0.3081	0.1980	0.1589	0.1258	0.0876
SKIM MILK	1300	0.00	0.49	0.5590	2.2292	1.1360	0.5745	0.2959	0.1983	0.1528	0.1258	0.0845
MIXED MILK /3/	1500	6.01	17.99			1.4224	0.7446	0.4089	0.2744	0.2075		
LIGHT CREAM	1700	18.00	29.99				0.8846	0.4806	0.3299	0.2712		
MEDIUM CREAM	1800	30.00	35.99				1.0770	0.5916	0.4077	0.3091		
HEAVY CREAM	1900	36.00	50.00				1.1212	0.6172	0.4256	0.3366		
SOUR CREAM	1600	18.00	29.99	0.5263/LB.			1.1196	0.6074	0.4168	0.3415		

/1/ DEDUCT \$0.06 IF SOLD IN REUSABLE CONTAINER WITH A 50 CENT DEPOSIT.

/2/ DEDUCT \$0.04 IF SOLD IN REUSABLE CONTAINER WITH A 40 CENT DEPOSIT.

/3/ MIXED MILK PRICES: 3/8 OZ. - \$.014, 1/2 OZ. - \$.015, 3/4 OZ. - \$.025. ADD \$.02 PER QUART EQUIVALENT TO ESTABLISH RETAIL PRICES ON SCHEDULE II.

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PENNSYLVANIA MILK MARKETING BOARD
 EAST CENTRAL MILK MARKETING AREA, AREA NO. 2
 MINIMUM RETAIL OUT-OF-STORE (CASH AND CARRY)

MM-12

SCHEDULE II /3/

OGO A-882

DESCRIPTION	PRODUCT CODE	BUTTERFAT % RANGE		BULK PER QT. EQUIV.	NON-RETURNABLE		NON-RETURNABLE					
		LOW	HIGH		1/2 GAL. /1/	1/2 GAL. /2/	QUART	PINT	1/3 QT.	1/2 PT.	6 OZ.	4 OZ.
STANDARD MILK	0300	4.01	6.00	0.61	2.42	1.23	0.62	0.32	0.22	0.17	0.14	0.09
STANDARD MILK	0400	3.25	4.00	0.60	2.39	1.22	0.61	0.32	0.21	0.17	0.13	0.09
FLAVORED MILK	0500	2.01	8.00	0.62	2.47	1.26	0.64	0.33	0.22	0.17	0.13	0.10
LOWFAT FLAVORED MILK	0600	0.00	2.00	0.61	2.42	1.23	0.62	0.32	0.22	0.17	0.13	0.09
LOWFAT MILK	0800	2.00	3.24	0.59	2.33	1.19	0.60	0.31	0.21	0.16	0.13	0.09
LOWFAT MILK	0900	0.50	1.99	0.58	2.31	1.18	0.60	0.31	0.21	0.16	0.13	0.09
BUTTERMILK	1000	0.00	6.00	0.59	2.36	1.20	0.61	0.31	0.20	0.16	0.13	0.09
SKIM MILK	1300	0.00	0.49	0.57	2.26	1.15	0.58	0.30	0.20	0.16	0.13	0.09
MIXED MILK	1500	6.01	17.99				0.75	0.41	0.28	0.21		
LIGHT CREAM	1700	18.00	29.99				0.89	0.49	0.33	0.28		
MEDIUM CREAM	1800	30.00	35.99				1.08	0.60	0.41	0.31		
HEAVY CREAM	1900	36.00	50.00				1.13	0.62	0.43	0.34		
SOUR CREAM	1600	18.00	29.99				1.13	0.61	0.42	0.35		

/1/ DEDUCT \$0.06 IF SOLD IN REUSABLE CONTAINER WITH A 50 CENT DEPOSIT.
 /2/ DEDUCT \$0.04 IF SOLD IN REUSABLE CONTAINER WITH A 40 CENT DEPOSIT.
 /3/ ADD \$0.04 PER QUART FOR HOME DELIVERED MILK.

FINDINGS OF FACT AND CONCLUSIONS OF LAW
OFFICIAL GENERAL ORDER A-882

I. INTRODUCTION AND BACKGROUND

A. Procedural History

1. The current price order for the East Central Milk Marketing Area No. 2, Official General Order ("OGO") A-864, was approved by the Pennsylvania Milk Marketing Board and posted on April 12, 1990 with an effective date of May 1, 1990.

2. This hearing was called pursuant to petition of processing dealers selling into PMMB Area No. 2 and was properly advertised in the Pennsylvania Bulletin, Volume 24, No. 4, January 22, 1994. In addition, a bulletin announcing the hearing was mailed to all interested parties and a copy of the mailing was introduced as PMMB Exhibit No. PMMB-1. (N.T. 9).

3. Pursuant to Notice, the Board duly convened the hearing on March 1, 1994 and continued it to completion on March 2, 1994. The hearing took place at the Pennsylvania Agriculture Building, Harrisburg, Pennsylvania.

B. SUMMARY OF TESTIMONY

Producer Pricing

4. On behalf of the Pennsylvania Farm Bureau, Mr. John J. Bell, Esq., General Counsel, advised the Board that pursuant to the Pennsylvania Milk Marketing Law and presumptions contained within that statute, current orders of the Board are presumed to be valid absent evidence presented to the contrary. Mr. Bell recommended that the current mechanism for determining producer prices established under the current order continue in effect. No evidence was presented by any party to contradict or otherwise suggest a change in the methodology by which producer pricing is determined in PMMB Area No. 2.

5. The cross section of dealers utilized by both Petitioners and PMMB Staff consisted of Clover Farms Dairy Co. of Reading, PA; Kemp's Foods, Inc. of Lancaster, PA; Lehigh Valley Dairies, Inc. of Schuylkill Haven, PA; and Turkey Hill Dairy, Inc. of Conestoga, PA. (Exhibit D1).

6. The cross section dealers are geographically diverse, and they include the largest dealer within the area as well as significant out-of-area dealers located in PMMB Areas No. 3 and No. 4, all of which have significant sales in PMMB Area No. 2. (Exhibit D1).

7. The cross section dealers' sales of various types of

product correspond very closely with the percentage of sales for all dealers selling in PMMB Area No. 2 (Exhibit D2).

8. The cross section dealers' sale of products to large supermarkets, medium sized wholesale outlets, small institutions, schools, hospitals and convenience stores is representative of sales broken down by customer type throughout the area. (N.T. 15-18).

Wholesale Prices

9. Petitioners presented credible evidence in the form of Exhibit D3 showing an audited, weighted average container cost for various product volume containers ranging from gallon plastic to four ounce paper products and dispenser products, consisting of numerical cost values as set forth in such exhibit. (Exhibit D3).

10. PMMB staff and the dealers presented evidence in Exhibits Staff-1 and D3 on weighted average container cost. The costs of the PMMB staff are found to be credible and reliable cost information.

11. Petitioners presented exhibits showing aggregate sales of product, unit cost based upon receiving, laboratory and field work, standardization and pasteurization, bottling costs, cold room costs, delivery costs, and selling costs. (Exhibit D4).

12. Dealers presented, in Exhibit D7, additional costs of raw milk, including producer cooperative handling fees, market administration fees, and quality and supply premiums which are not reflected as a result of the Board's unit cost system. (N.T. 39, 218).

13. Petitioners presented additional evidence concerning known cost increases and decreases during 1992 and 1993. (Exhibit D6, N.T. 35). The evidence demonstrated cost decreases in plastic gallon container costs, utility costs, and insurance costs, while increases were demonstrated for ingredient components, paper container costs, labor, payroll taxes and fringe benefits, gasoline, workers' compensation insurance, and other operating expenses. (Exhibit D6) (N.T. 215) The "Labor" cost on Exhibit D-6 should be amended from .0027 per quart to .0022 per quart. The total Per Quart Equivalent then changes to .0046. (N.T. 356) This recalculation eliminates all influence of ice cream manufacturing.

14. Petitioners also presented testimony and an exhibit for milk related interest expense for the cross section. (Exhibit D8, N.T. 41).

15. Costs of raw milk otherwise not reflected in the unit cost system are accurately and credibly reflected as adjustments

indicated in Exhibit D7. (N.T. 39).

16. A 3.5% wholesale margin is appropriate as a result of extraordinary costs imposed by disastrous weather experienced in the winter of 1994; the effect of significant increases and prospective increases in utilities, labor, product order cancellation, and other miscellaneous matters relating to weather. (N.T. 44).

17. Weighted average delivery costs for all types of deliveries and delivery costs for full service regular wholesale deliveries with no discount available are set forth on Exhibit Staff-3.

18. The effect of the foregoing methodology is to arrive at a wholesale unit cost which is devoid of delivery efficiencies, but which provides a pricing basis from which discounts can be made pursuant to appropriate delivery adjustments which are reflected in the Area's discount schedule. (N.T. 48-51).

19. Discounts as they exist are and should be cost justified. (N.T. 266, 269)

Retail Out-of-Store Prices

20. Testimony was provided by Ms. Tracey L. Jackson, Director of the Bureau of Consumer Affairs of PMMB, and Mr. Thomas Henry, Vice President - Finance of the Pennsylvania Food Merchants Association, relating to costs and prices for retail, out-of-store milk products. (N.T. 285-352).

II. FINDINGS OF FACT

21. The Board finds that sufficient credible and uncontradicted evidence was presented by both Petitioners and Board Staff to support usage of the cross section as representative of all dealers in PMMB Area No. 2.

22. The testimony presented by Staff is found to be credible and is comparable to information provided by Petitioners, by analysis deduced from a "sales method" and "impact method" as set forth in Exhibit Staff-2.

23. The Board finds that the weighting methodology utilized by Petitioners and Board Staff upon computation of sales costs exclusively within PMMB Area No. 2 is credible, and that Staff's weighted average cost/point of \$.1195 is accepted for purposes of establishing wholesale prices.

24. The Board finds that allowance of interest expense for dealers is appropriate as a cost in determining price and that the effect on a cost per point basis as set forth in Exhibit D8 is a credible reflection of that expense.

25. The Board finds that the evidence presented by Petitioners with regard to cost increases and decreases as amended, except those categorizing "Other Operating Expenses" was credible, and is sufficient to support the adoption of these data in determining product costs. Excluding "other operating expenses" yields an increase of \$.0038 per quart.

26. The Board finds that its unit cost regulations do not capture all of the raw milk acquisition costs which exist in PMMB Area No. 2. The Board finds that because some raw milk acquisition costs such as producer cooperative handling fees, market administration fees, and quality and supply premiums are not reflected as a result of the Board's unit cost system and are directly related to actual costs of raw milk in the marketplace, they should be reflected in the Area order.

27. The Board finds that the PMMB Area No. 2 cross section weighted average cost of product is accurately and reliably set forth as contained in Exhibit Staff-4.

28. With respect to the statutory range of wholesale margin by which the discretion of the Board may be used to set prices, we find that a level of 3.5% is appropriate.

29. The Board also finds that a 3.5% margin is supported by a combination of the general effects of cost inflation and the need for some element of longevity in an effective order to withstand the eroding effects of marketwide inflationary pressures. (N.T. 44, 45).

30. The Board finds that the cross-section wholesale unit cost before delivery adjustments are set forth on Exhibit "A" attached hereto. The Board finds that cross-section wholesale unit costs (before delivery adjustments) should be reduced by the weighted average delivery costs included in unit costs for all types of deliveries - and then should be augmented by delivery costs for full service regular wholesale deliveries with no discount available in order to arrive at appropriate wholesale unit prices which comport with the requirements of the law and the Board's unit cost system. (Exhibit D-5, Staff-4) (N.T. 27-46; 203-224).

31. The Board finds that the small wholesale delivery cost is \$.1320 per quart. (N.T. 229)

32. The Board finds that the proposed wholesale unit prices as set forth on Exhibit "A" attached hereto are supported by credible evidence; comport with the PMME unit cost system; and provide a cost basis for all fluid milk products which, when adjusted for prevailing raw milk prices at the time of effectiveness of the new order, will establish prices which comport with requirements of the Pennsylvania Milk Marketing Law. (31 P.S. 700j-801 et seq.).

33. The Board finds that the discount schedule currently set forth in OGO A-864, is an appropriate system of discounts for limited service deliveries, dock discount deliveries, and licensee-to-licensee sales in light of the fact that no party present at the hearing suggested any change to the discount schedule and in view of the statutory presumption of continued validity as set forth in the Law. (31 P.S. 700j-801).

34. The Board finds that the proposed wholesale unit prices as set forth on Exhibit "A" attached hereto are supported by credible evidence; comport with the PMMB unit cost system; and provide a cost basis for all fluid milk products which, when adjusted for prevailing raw milk prices at the time of effectiveness of the new order, will establish prices which comport with requirements of the Pennsylvania Milk Marketing Law. (31 P.S. 700j-801 et seq.).

35. The Board finds that the monthly retail milk price report for December, 1993, as prepared by the Bureau of Consumer Affairs demonstrates favorable comparisons of milk pricing for control products throughout PMMB Area No. 2 as compared with national markets so as to support a finding that the methodology and appropriateness of milk pricing in Pennsylvania is favorable to consumers throughout the Commonwealth (Exhibit D11; N.T. 55-63).

36. Provisions should be incorporated into the order dealing with enforcement of dock discount restrictions, independent trucking companies and multi-store discounting. (N.T. 51-53, 147-150, 224-226 and Exhibit D-9)

37. The Board finds that in consideration of exhibits set forth as Staff-7 and Staff-8, together with Exhibit PFMA-1, it is appropriate that the order for PMMB Area No. 2 provide for a \$.03 per gallon margin between undiscounted wholesale pricing and retail out-of-store prices. (N.T. 350).

III. CONCLUSIONS OF LAW

1. The March 1 - 2, 1994 hearing to set the price of milk in PMMB Area No. 2, the East Central Milk Marketing Area, was held pursuant to authority granted the Board in Section 801 of the Law. (31 P.S. 700j-801).

2. The hearing was held after adequate notice, and all interested parties were given full opportunity to be heard.

3. The law provides that the Board shall ascertain, after a hearing, prices paid to producers, dealers and stores for milk in the Milk Marketing Area No. 2 as will be most beneficial to the public interest, best protect the milk industry of the Commonwealth, and insure a sufficient quantity of pure and wholesome milk to the Commonwealth. (31 P.S. 700j-801).

4. The cross section employed by the Petitioners and Board Staff is a reasonable cross section, representative of dealers in the marketplace.

5. The Board concludes that, as a matter of law, all relevant unit cost data were considered, based upon competent evidence presented at the hearing. The Board also concludes that it has considered all relevant factors presented to it concerning conditions affecting the milk industry in PMMB Area No. 2, such as aggregate sale of various types of controlled product, consistency among orders, historical pricing of product, market practices for sales and delivery of product, and the currently workable nature of the present Area No. 2 order which has been successful in fostering settled market conditions since its effective date of May 1, 1990.

6. Taking into account the considerations set forth in the findings of fact, a reasonable rate of return to dealers is 3.5% based upon net sales of price controlled products determined in accordance with generally accepted accounting principles.

7. The Board finds that provisions of the current Area No. 2 order should continue with respect to regulation of producer pricing, given the uncontradicted request of the Pennsylvania Farm Bureau and no countervailing evidence presented by any other party.

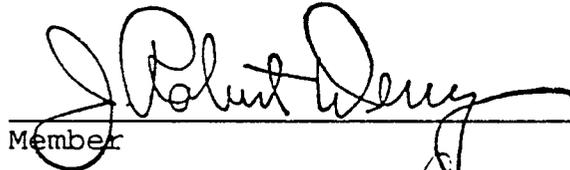
8. The Board concludes that, based upon the record of evidence and the Board's Findings of Fact, adoption of the attached Official General Order is reasonable and appropriate under Section 801 of the Law (31 P.S. 700j-801), subject to any modification which the Board may deem appropriate as a result of the pre-order conference and the recommendations thereafter made to the Board in the manner set forth in the Law.

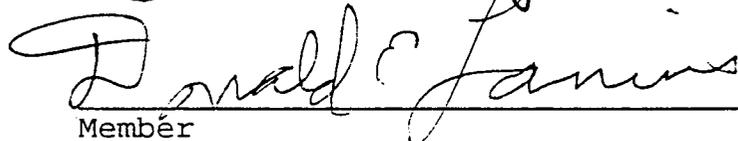
ORDER

AND NOW, this 2^{0th} day of May, 1994, It is hereby ORDERED, ADJUDGED AND DECREED that minimum prices for milk in PMMB Area No. 2 shall be established as provided in the attached schedule marked Official General Order A-882 in accordance with the above Findings and Conclusions.

PENNSYLVANIA MILK MARKETING BOARD


Chairman


Member


Member

PENNSYLVANIA MLK MARKETING BOARD

AREA 2 PRICE BUILD-UP

20-May-94
02:31 PM

STANDARD

	1	2	3	4	5	6	6	7	8	9	10	11	14	15	16	17	18
	AVERAGE DELIVERED COST (APRIL 1994)	COST INCREASE ADJUST.	INGREDIENT COST INCREASE ADJUST.	CONTAINER COST INCREASE ADJUST.	INTEREST	SMALL CONTAINER ADJUST.	WHOLESALE PRICE	3.5000% PROFIT FACTOR	PRICE WITH PROFIT	AVERAGE DELIVERY ADJUST.	LARGE DELIVERY ADJUST.	AREA 2 PROPOSED WHOLESALE (APRIL 1994)	AREA 2 RETAIL (PRES ORDER)	WHOLESALE WITH BRACKET EFFECT	RETAIL WITH BRACKET EFFECT	WHOLESALE INCREASE (DECREASE)	RETAIL INCREASE (DECREASE)
								0.985									0.010
GALLON	1.9542	0.015200	0.0000	-0.001300	0.0012	0.0000	1.9693	0.0714	2.0407	-0.2112	0.5280	2.3575	\$2.35	2.3675	2.43	0.0787	0.0800
1/2 GALLON	0.9947	0.007600	0.0000	0.002400	0.0006	0.0000	1.0053	0.0365	1.0418	-0.1056	0.2640	1.2002	\$1.19	1.2202	1.24	0.0436	0.0500
QUART	0.5036	0.003800	0.0000	0.001200	0.0003	0.0000	0.5089	0.0185	0.5274	-0.0528	0.1320	0.6066	\$0.61	0.6166	0.62	0.0122	0.0100
PINT	0.2601	0.001900	0.0000	0.000600	0.0002	0.0000	0.2628	0.0095	0.2723	-0.0264	0.0660	0.3119	\$0.33	0.3169	0.32	-0.0077	-0.0100
10 OUNCE	0.1737	0.001267	0.0000	0.000400	0.0001	0.0000	0.1755	0.0064	0.1819	-0.0176	0.0440	0.2083	\$0.22	0.2114	0.22	-0.0086	0.0014
1/2 PINT	0.1348	0.000950	0.0000	0.000300	0.0001	0.0000	0.1361	0.0049	0.1410	-0.0132	0.0330	0.1608	\$0.19	0.1633	0.17	-0.0229	-0.0200
6 OUNCE	0.1085	0.000713	0.0000	0.000225	0.0001	0.0000	0.1095	0.0040	0.1135	-0.0099	0.0248	0.1284	\$0.12	0.1303	0.14		
4 OUNCE	0.0752	0.000475	0.0000	0.000150	0.0000	0.0000	0.0759	0.0028	0.0787	-0.0066	0.0185	0.0886	\$0.12	0.0899	0.09	-0.0261	-0.0300
10 QT. DISP.	4.8984	0.038000	0.0000	0.000000	0.0030	0.0000	4.9394	0.1791	5.1185	-0.5280	1.3200	5.9105	\$5.90	6.0105	6.09	0.1935	0.1900
20 QT. DISP.	9.7968	0.076000	0.0000	0.000000	0.0060	0.0000	9.8788	0.3583	10.2371	-1.0560	2.6400	11.8211	\$11.80	12.0211	12.17	0.3871	0.3700

TWO PERCENT

GALLON	1.8979	0.015200	0.0000	-0.001300	0.0012	0.0000	1.9130	0.0694	1.9824	-0.2112	0.5280	2.2992	\$2.35	2.3392	2.37	0.0209	0.0200
1/2 GALLON	0.9865	0.007600	0.0000	0.002400	0.0006	0.0000	0.9771	0.0354	1.0125	-0.1056	0.2640	1.1709	\$1.19	1.1909	1.21	0.0146	0.0200
QUART	0.4896	0.003800	0.0000	0.001200	0.0003	0.0000	0.4849	0.0179	0.5128	-0.0528	0.1320	0.5920	\$0.61	0.6020	0.61	-0.0023	0.0000
PINT	0.2530	0.001900	0.0000	0.000600	0.0002	0.0000	0.2557	0.0093	0.2650	-0.0264	0.0660	0.3046	\$0.33	0.3096	0.31	-0.0149	-0.0200
10 OUNCE	0.1693	0.001267	0.0000	0.000400	0.0001	0.0000	0.1711	0.0062	0.1773	-0.0165	0.0440	0.2048	\$0.22	0.2079	0.21	-0.0130	-0.0100
1/2 PINT	0.1313	0.000950	0.0000	0.000300	0.0001	0.0000	0.1326	0.0048	0.1374	-0.0132	0.0330	0.1572	\$0.19	0.1597	0.16	-0.0257	-0.0300
6 OUNCE	0.1059	0.000713	0.0000	0.000225	0.0001	0.0000	0.1069	0.0039	0.1108	-0.0099	0.0248	0.1257	\$0.12	0.1276	0.13		
4 OUNCE	0.0734	0.000475	0.0000	0.000150	0.0000	0.0000	0.0741	0.0027	0.0768	-0.0066	0.0185	0.0867	\$0.12	0.0880	0.09	-0.0281	-0.0300
10 QT. DISP.	4.7577	0.038000	0.0000	0.000000	0.0030	0.0000	4.7987	0.1740	4.9727	-0.5280	1.3200	5.7647	\$5.90	5.8647	5.94	0.0487	0.0400
20 QT. DISP.	9.5154	0.076000	0.0000	0.000000	0.0060	0.0000	9.5974	0.3481	9.9455	-1.0560	2.6400	11.5295	\$11.80	11.7295	11.88	0.0975	0.0800

ONE PERCENT

GALLON	1.8832	0.015200	0.0000	-0.001300	0.0012	0.0000	1.8983	0.0689	1.9672	-0.2112	0.5280	2.2840	\$2.30	2.3240	2.35	0.0561	0.0500
1/2 GALLON	0.9592	0.007600	0.0000	0.002400	0.0006	0.0000	0.9698	0.0352	1.0050	-0.1056	0.2640	1.1634	\$1.17	1.1834	1.20	0.0322	0.0300
QUART	0.4859	0.003800	0.0000	0.001200	0.0003	0.0000	0.4912	0.0176	0.5090	-0.0528	0.1320	0.5882	\$0.60	0.5982	0.61	0.0066	0.0100
PINT	0.2512	0.001900	0.0000	0.000600	0.0002	0.0000	0.2539	0.0092	0.2631	-0.0264	0.0660	0.3027	\$0.32	0.3077	0.31	-0.0105	-0.0100
10 OUNCE	0.1682	0.001267	0.0000	0.000400	0.0001	0.0000	0.1700	0.0062	0.1762	-0.0176	0.0440	0.2026	\$0.22	0.2057	0.21	-0.0114	-0.0100
1/2 PINT	0.1304	0.000950	0.0000	0.000300	0.0001	0.0000	0.1317	0.0048	0.1365	-0.0132	0.0330	0.1563	\$0.18	0.1588	0.16	-0.0235	-0.0200
6 OUNCE	0.1059	0.000713	0.0000	0.000225	0.0001	0.0000	0.1069	0.0039	0.1108	-0.0099	0.0248	0.1257	\$0.12	0.1276	0.13		
4 OUNCE	0.0730	0.000475	0.0000	0.000150	0.0000	0.0000	0.0737	0.0027	0.0764	-0.0066	0.0185	0.0863	\$0.12	0.0876	0.09	-0.0270	-0.0300
10 QT. DISP.	4.7211	0.038000	0.0000	0.000000	0.0030	0.0000	4.7621	0.1727	4.9348	-0.5280	1.3200	5.7268	\$5.80	5.8268	5.90	0.1378	0.1000
20 QT. DISP.	9.4421	0.076000	0.0000	0.000000	0.0060	0.0000	9.5241	0.3454	9.8695	-1.0560	2.6400	11.4535	\$11.80	11.6535	11.80	0.2755	0.2000

SKIM

GALLON	1.8304	0.015200	0.0000	-0.001300	0.0012	0.0000	1.8455	0.0689	1.9124	-0.2112	0.5280	2.2292	\$2.20	2.2692	2.30	0.0985	0.1000
1/2 GALLON	0.9328	0.007600	0.0000	0.002400	0.0006	0.0000	0.9434	0.0342	0.9776	-0.1056	0.2640	1.1360	\$1.12	1.1560	1.17	0.0535	0.0500
QUART	0.4727	0.003800	0.0000	0.001200	0.0003	0.0000	0.4780	0.0173	0.4953	-0.0528	0.1320	0.5745	\$0.57	0.5845	0.59	0.0171	0.0200
PINT	0.2446	0.001900	0.0000	0.000600	0.0002	0.0000	0.2473	0.0090	0.2563	-0.0264	0.0660	0.2959	\$0.31	0.3009	0.31	-0.0051	0.0009
10 OUNCE	0.1641	0.001267	0.0000	0.000400	0.0001	0.0000	0.1659	0.0060	0.1719	-0.0176	0.0440	0.1983	\$0.21	0.2014	0.21	-0.0085	0.0014
1/2 PINT	0.1270	0.000950	0.0000	0.000300	0.0001	0.0000	0.1283	0.0047	0.1330	-0.0132	0.0330	0.1528	\$0.18	0.1553	0.16	-0.0209	-0.0200
6 OUNCE	0.1060	0.000713	0.0000	0.000225	0.0001	0.0000	0.1070	0.0039	0.1109	-0.0099	0.0248	0.1258	\$0.12	0.1277	0.13		
4 OUNCE	0.0713	0.000475	0.0000	0.000150	0.0000	0.0000	0.0720	0.0026	0.0746	-0.0066	0.0185	0.0845	\$0.11	0.0858	0.09	-0.0257	-0.0200
10 QT. DISP.	4.5889	0.038000	0.0000	0.000000	0.0030	0.0000	4.6299	0.1679	4.7978	-0.5280	1.3200	5.5898	\$5.50	5.6898	5.78	0.2426	0.2600
20 QT. DISP.	9.1778	0.076000	0.0000	0.000000	0.0060	0.0000	9.2598	0.3358	9.5958	-1.0560	2.6400	11.1796	\$11.00	11.3796	11.53	0.0096	0.5300

FLAVORED MILK

GALLON	2.0296	0.015200	0.0084	-0.001300	0.0012	0.0000	2.0511	0.0744	2.1255	-0.2112	0.5280	2.4423	\$2.43	2.4823	2.51	0.0780	0.0800
1/2 GALLON	1.0324	0.007600	0.0032	0.002400	0.0006	0.0000	1.0462	0.0379	1.0841	-0.1056	0.2640	1.2425	\$1.23	1.2625	1.28	0.0431	0.0500
QUART	0.5225	0.003800	0.0016	0.001200	0.0003	0.0000	0.5294	0.0192	0.5486	-0.0528	0.1320	0.6278	\$0.63	0.6378	0.65	0.0120	0.0200
PINT	0.2695	0.001900	0.0008	0.000600	0.0002	0.0000	0.2730	0.0099	0.2829	-0.0264	0.0660	0.3225	\$0.34	0.3275	0.33	-0.0078	-0.0100
10 OUNCE	0.1796	0.001267	0.0005	0.000400	0.0001	0.0000	0.1819	0.0066	0.1885	-0.0176	0.0440	0.2149	\$0.23	0.2180	0.22	-0.0088	-0.0100
1/2 PINT	0.1395	0.000950	0.0004	0.000300	0.0001	0.0000	0.1412	0.0051	0.1463	-0.0132	0.0330	0.1661	\$0.19	0.1686	0.17	-0.0222	-0.0200
6 OUNCE	0.1015	0.000713	0.0003	0.000225	0.0001	0.0000	0.1028	0.0037	0.1065	-0.0099	0.0248	0.1214	\$0.12	0.1233	0.13		
4 OUNCE	0.0778	0.000475	0.0002	0.000150	0.0000	0.0000	0.0785	0.0028	0.0813	-0.0066	0.0185	0.0912	\$0.12	0.0925	0.10	-0.0262	-0.0175
10 QT. DISP.	5.0870	0.038000	0.0180	0.000000	0.0030	0.0000	5.1440	0.1866	5.3308	-0.5280	1.3200	6.1228	\$6.10	6.2228	6.30	0.1916	0.2000
20 QT. DISP.	10.1740	0.076000	0.0320	0.000000	0.0060	0.0000	10.2880	0.3731	10.6611	-1.0560	2.6400	12.2451	\$12.20	12.4451	12.60	0.3831	0.4000

PENNSYLVANIA MLK MARKETING BOARD

AREA 2 PRICE BUILD-UP

20-May-94
02:31 PM

	1	2	3	4	5	6	6	7	8	9	10	11	14	15	16	17	18
FLAVORED MILK DRINK	AVERAGE DELIVERED COST (APRIL 1994)	COST INCREASE ADJUST.	INGREDIENT COST INCREASE ADJUST.	CONTAINER COST INCREASE ADJUST.	INTEREST	SMALL CONTAINER ADJUST.	WHOLESALE PRICE	3.5000% PROFIT FACTOR	PRICE WITH PROFIT	AVERAGE DELIVERY ADJUST.	LARGE DELIVERY ADJUST.	AREA 2 PROPOSED WHOLESALE (APRIL 1994)	AREA 2 RETAIL (PRES ORDER)	WHOLESALE WITH BRACKET EFFECT	RETAIL WITH BRACKET EFFECT	WHOLESALE INCREASE (DECREASE)	RETAIL INCREASE (DECREASE)
GALLON	1.9800	0.015200	0.0064	-0.001300	0.0012	0.0000	2.0015	0.0728	2.0741	-0.2112	0.5280	2.3909	\$2.47	2.4309	2.46	-0.0042	-0.0100
1/2 GALLON	1.0078	0.007600	0.0032	0.002400	0.0006	0.0000	1.0214	0.0370	1.0584	-0.1056	0.2640	1.2168	\$1.25	1.2368	1.25	0.0020	0.0000
QUART	0.5101	0.003800	0.0016	0.001200	0.0003	0.0000	0.5170	0.0188	0.5358	-0.0528	0.1320	0.6150	\$0.64	0.6250	0.63	-0.0085	-0.0100
PINT	0.2633	0.001900	0.0008	0.000600	0.0002	0.0000	0.2668	0.0097	0.2765	-0.0264	0.0660	0.3181	\$0.34	0.3211	0.33	-0.0179	-0.0089
10 OUNCE	0.1758	0.001267	0.0005	0.000400	0.0001	0.0000	0.1781	0.0065	0.1846	-0.0178	0.0440	0.2110	\$0.23	0.2141	0.22	-0.0161	-0.0100
1/2 PINT	0.1364	0.000950	0.0004	0.000300	0.0001	0.0000	0.1381	0.0050	0.1431	-0.0132	0.0330	0.1629	\$0.19	0.1654	0.17	-0.0273	-0.0200
6 OUNCE	0.1015	0.000713	0.0003	0.000225	0.0001	0.0000	0.1028	0.0037	0.1065	-0.0099	0.0248	0.1214		0.1233	0.13		
4 OUNCE	0.0760	0.000475	0.0002	0.000150	0.0000	0.0000	0.0769	0.0028	0.0797	-0.0066	0.0165	0.0896	\$0.12	0.0909	0.10	-0.0289	-0.0191
10 QT. DISP.	4.9630	0.038000	0.0160	0.000000	0.0030	0.0000	5.0200	0.1821	5.2021	-0.5280	1.3200	5.9941	\$6.20	6.0941	6.17	-0.0139	-0.0300
20 QT. DISP.	9.9260	0.076000	0.0320	0.000000	0.0060	0.0000	10.0400	0.3641	10.4041	-1.0560	2.6400	11.9881	\$12.40	12.1881	12.34	-0.0279	-0.0600

STANDARD 4% TO 6%

GALLON	1.9877	0.015200	0.0000	-0.001300	0.0012	0.0000	2.0028	0.0728	2.0754	-0.2112	0.5280	2.3922	\$2.43	2.4322	2.46	0.0303	0.0300
1/2 GALLON	1.0115	0.007600	0.0000	0.002400	0.0006	0.0000	1.0221	0.0371	1.0592	-0.1056	0.2640	1.2178	\$1.23	1.2378	1.25	0.0194	0.0200
QUART	0.5120	0.003800	0.0000	0.001200	0.0003	0.0000	0.5173	0.0188	0.5361	-0.0528	0.1320	0.6153	\$0.63	0.6253	0.63	0.0000	0.0000
PINT	0.2643	0.001900	0.0000	0.000600	0.0002	0.0000	0.2670	0.0097	0.2767	-0.0264	0.0660	0.3163	\$0.34	0.3213	0.33	-0.0136	-0.0100
10 OUNCE	0.1784	0.001267	0.0000	0.000400	0.0001	0.0000	0.1782	0.0065	0.1847	-0.0178	0.0440	0.2111	\$0.23	0.2142	0.22	-0.0122	-0.0100
1/2 PINT	0.1369	0.000950	0.0000	0.000300	0.0001	0.0000	0.1382	0.0050	0.1432	-0.0132	0.0330	0.1630	\$0.19	0.1655	0.17	-0.0253	-0.0200
6 OUNCE	0.1101	0.000713	0.0000	0.000225	0.0001	0.0000	0.1111	0.0040	0.1151	-0.0099	0.0248	0.1300		0.1319	0.14		
4 OUNCE	0.0782	0.000475	0.0000	0.000150	0.0000	0.0000	0.0789	0.0028	0.0797	-0.0066	0.0165	0.0896	\$0.12	0.0909	0.10	-0.0279	-0.0191
10 QT. DISP.	4.9823	0.038000	0.0000	0.000000	0.0030	0.0000	5.0233	0.1822	5.2055	-0.5280	1.3200	5.9975	\$6.10	6.0975	6.17	0.0715	0.0700
20 QT. DISP.	9.9645	0.076000	0.0000	0.000000	0.0060	0.0000	10.0465	0.3644	10.4109	-1.0560	2.6400	11.9949	\$12.20	12.1949	12.34	0.1429	0.1400

BUTTERMILK

GALLON	1.9244	0.015200	0.0000	-0.001300	0.0012	0.0000	1.9395	0.0703	2.0098	-0.2112	0.5280	2.3266	\$2.20	2.3666	2.40	0.1073	0.1100
1/2 GALLON	0.9798	0.007600	0.0000	0.002400	0.0006	0.0000	0.9904	0.0359	1.0263	-0.1056	0.2640	1.1847	\$1.16	1.2047	1.22	0.0578	0.0500
QUART	0.4962	0.003800	0.0000	0.001200	0.0003	0.0000	0.5015	0.0182	0.5197	-0.0528	0.1320	0.5989	\$0.60	0.6089	0.62	0.0194	0.0200
PINT	0.2564	0.001900	0.0000	0.000600	0.0002	0.0000	0.2591	0.0094	0.2685	-0.0264	0.0660	0.3081	\$0.32	0.3131	0.32	-0.0040	0.0000
10 OUNCE	0.1838	0.001267	0.0000	0.000400	0.0001	0.0000	0.1858	0.0060	0.1718	-0.0178	0.0440	0.1980	\$0.22	0.2011	0.21	-0.0152	-0.0089
1/2 PINT	0.1329	0.000950	0.0000	0.000300	0.0001	0.0000	0.1342	0.0049	0.1391	-0.0132	0.0330	0.1589	\$0.18	0.1614	0.17	-0.0204	-0.0086
6 OUNCE	0.1060	0.000713		0.000225	0.0001	0.0000	0.1070	0.0039	0.1109	-0.0099	0.0248	0.1258		0.1277	0.13		
4 OUNCE	0.0743	0.000475	0.0000	0.000150	0.0000	0.0000	0.0750	0.0027	0.0777	-0.0066	0.0165	0.0876	\$0.12	0.0889	0.09	-0.0254	-0.0300
10 QT. DISP.	4.8241	0.038000	0.0000	0.000000	0.0030	0.0000	4.8651	0.1765	5.0416	-0.5280	1.3200	5.8336	\$5.70	5.9336	6.01	0.2656	0.3100
20 QT. DISP.	9.6481	0.076000	0.0000	0.000000	0.0060	0.0000	9.7301	0.3529	10.0830	-1.0560	2.6400	11.6670	\$11.40	11.6670	12.02	0.5310	0.6200

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