



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General
Order No. A-956 (CRO 11)

Posted: March 16, 2021
Effective: April 1, 2021

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

NOW, this 16th day of March 2021, the Commonwealth of Pennsylvania, Milk Marketing Board, issues this official general order pursuant to the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204. This order will become effective at 12:01 a.m. on April 1, 2021.

SECTION A INCORPORATION

The attached Findings of Fact, Conclusions of Law, and Attachments are incorporated herein by this reference as though fully set forth in this order.

SECTION B SCOPE

(a) The processing, packaging, and delivery costs, container costs, ingredient costs, shrinkage and net profit and loss on sales of bulk milk and bulk cream costs, and in-store handling costs adopted by the Board in this order will replace the costs for these cost centers embodied in Official General Order (OGO) A-956 (CRO 10) and will be incorporated into the wholesale and retail prices of Class I price-controlled packaged products sold in Milk Marketing Area 6, as defined in Section B of OGO A-956.

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

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

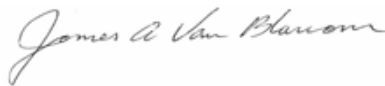
SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-956

All parts of Official General Order A-956 not inconsistent with Section B of this order continue in effect.

PENNSYLVANIA MILK MARKETING BOARD



Robert N. Barley, Chairman



James A. Van Blarcom, Member

Date: March 16, 2021

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

I. FINDINGS OF FACT

1. On March 16, 2021, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 6.

2. Notice of the hearing was published at 51 Pennsylvania Bulletin 113 on January 2, 2021. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1587, dated December 14, 2020. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross section used by both Board Staff and the Area 6 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of Dean Dairy Products Company LLC – Sharpsville; Galliker Dairy Company; Ritchey’s Dairy, Inc.; Turner Dairy, Inc.; Tuscan/Lehigh Dairies, Inc. – Schuylkill Haven; and Valley Farms Dairy, LLC.

4. Clifford Ackman, appearing on behalf of Board Staff as an expert in milk statistics, testified that the dealer cross section was representative of the dealers doing business in Area 6. Mr. Ackman testified that the reported product sales ratios of the cross-section dealers are very much like the reported product sales ratios of all dealers in Area 6, observing that the comparison of product sales ratios fell within statistically acceptable limits using the Chi-square goodness of fit test. Mr. Ackman further testified that the cross section dealers were reflective of all dealer sales into Area 6 when comparing sizes of deliveries, types of deliveries, and customers served. Ron Mong, appearing on behalf of Dealers as an expert in cost accounting and milk cost accounting, agreed that the cross section was representative. Based on the factors outlined by Mr. Ackman, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 6.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and enforcement. Both Mr. Gojsovich and Mr. Mong testified that the cross-section dealers incurred a cost of \$0.3310 per point for processing, packaging, and delivering milk in 2019. Based on this uncontradicted testimony, the Board finds that the cross section dealers incurred a cost of \$0.3310 per point for processing, packaging, and delivery, and further finds that \$0.3310 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Mong testified to the following 2020 ingredient costs, based on year 2019 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0005/lb; Flavored Milk - \$0.0368/lb; Flavored Reduced Fat Milk - \$0.0398/lb; Flavored Non-Fat Milk - \$0.0355; Buttermilk - \$0.0403/lb; Egg Nog - \$0.1642/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Mong presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0065 per point between the first halves of 2019 and 2020. The Board finds that \$0.0065 per point should be used in this order.

8. Mr. Gojsovich and Mr. Mong recommended that the diesel fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Mr. Mong recommended that the heating fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Mr. Mong testified that the cost of shrinkage and sales of bulk products for year 2019 was \$0.0050 per pound. Based on the uncontradicted and concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$0.0050 per pound.

11. Based on the concurring container costs evidence presented by Mr. Gojsovich and Mr. Mong, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.1871; Half Gallon - \$0.1313; Quart - \$0.2063; Pint - \$0.1587; Half Pint (paper) - \$0.0268; Half Pint (plastic) - \$0.1067; 12 Ounce - \$0.0367; 10 Ounce - \$0.0587; 4 Ounce - \$0.0251; Bulk Per Quart (Dispenser) - \$0.1323. Both Mr. Gojsovich and Mr. Mong testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly. The Board also finds that the container shrinkage factors should continue to be utilized to calculate container costs.

Mr. Gojsovich and Mr. Mong testified that a blended (or combined) container cost be used for products sold in containers that are available in both paper and plastic, except for half pint containers. They both also recommended that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on for products sold in rigid plastic containers. The Board finds that the blended container concept should continue to be used, except for half pint containers. The Board finds that minimum resale prices for products sold in paper half pint containers should be calculated using the paper container cost and that minimum resale prices for products sold in rigid plastic containers should be calculated by applying a plastic add-on to the paper container cost. The Board further finds that the base plastic add-on is \$0.0799 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

12. Both Mr. Gojsovich and Mr. Mong testified that the container efficiency adjustment should be updated.

Based on 2019 container sales and 2019 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Mr. Mong arrived the following container efficiency adjustments:

Gallon	\$(0.1121)
Half Gallon	\$(0.0457)
Quart	\$0.0958
Pint	\$0.1260
Half Pint	\$0.0226
4 ounce	\$0.0353
Bulk (per quart)	\$0.0151

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

13. No party presented evidence regarding Class II products. Mr. Mong recommended that the Board continue using the existing methodology to price Class II products. Since there was no proposal by any party to change Class II pricing, the Board finds that the current Class II pricing methodology shall continue until a Class II hearing is called and the results memorialized in an Official General Order.

14. Mr. Mong recommended that the dealer rate of return remain 3.4%. He testified the rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. Mr. Mong also testified that maintaining the rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry.

Based on Mr. Mong's credible and uncontradicted testimony, the Board finds the dealer rate of return should remain at 3.4%.

15. An in-store handling costs hearing is scheduled to be held on May 1, 2019. Therefore, no evidence was presented at this hearing regarding retail prices. Since no evidence was presented, the Board finds that the current retail rate of return of 2.7% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

16. Mr. Gojsovich testified the cost replacement process would result in the minimum retail price of a gallon of 2% milk increasing \$0.07. He explained that the majority of the increase is attributable to the increase in the cost update adjustment from year 2018 to year 2019.

II. CONCLUSIONS OF LAW

1. The March 3, 2021, cost replacement hearing for Milk Marketing Area No. 6 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.

2. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.

3. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.

4. The record of the Milk Marketing Area 5 hearing held on March 3, 2021, is incorporated by reference in the record of this hearing.

5. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

PENNSYLVANIA MILK MARKETING BOARD



Robert N. Barley, Chairman



James A. Van Blarcom, Member

Date: March 16, 2021

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PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 6

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020

1. Weighted Diesel Fuel Costs - YEAR 2019	\$	1,863,107
2. Average On-Highway Diesel Price per Gallon - YEAR 2019 (1)	\$	3.267
3. On-Highway Diesel Price per Gallon - OCTOBER 2020 (1)	\$	2.651
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		-18.86%
5. Presumed Diesel Fuel Costs - OCTOBER 2020 ((Line 1 X Line 4) + Line 1)	\$	<u>1,511,725</u>
6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1)	\$	(351,382)
7. Weighted Delivery Points - YEAR 2019		<u>99,974,383</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u><u>(0.0035)</u></u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 6

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2019 to AUGUST 2020

1. Weighted Heating Fuel Costs - YEAR 2019	\$	159,380
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2019 (1)	\$	8.21
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2020 (1)	\$	7.95
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		-3.17%
5. Presumed Heating Fuel Costs - AUGUST 2020 ((Line 1 X Line 4) + Line 1)	\$	<u>154,328</u>
6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1)	\$	(5,052)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019		<u>85,893,729</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>(0.0001)</u>

Footnote:

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

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**MILK COSTS BEFORE PACKAGING
DECEMBER 2020 MILK COST**

	Class I
Skim Rate	\$ 19.25
Butterfat Rate	\$ 1.6193

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B x BF Rate)	(D X Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat Pounds	Butterfat Test (%)	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	28,889,408	951,261	3.2928%	27,938,147	\$ 1,540,377	\$ 5,378,093	\$ 6,918,470	\$ 0.2395	\$ -	\$ 0.0050	\$ 0.2445
Reduced Fat (2%) Milk	30,011,779	581,989	1.9392%	29,429,790	\$ 942,415	\$ 5,665,235	\$ 6,607,650	\$ 0.2202	\$ 0.0001	\$ 0.0050	\$ 0.2253
Low Fat (1%) Milk	15,159,236	143,217	0.9448%	15,016,019	\$ 231,911	\$ 2,890,584	\$ 3,122,495	\$ 0.2060	\$ 0.0001	\$ 0.0050	\$ 0.2111
Non Fat (Skim) Milk	9,289,206	10,572	0.1138%	9,278,634	\$ 17,119	\$ 1,786,137	\$ 1,803,256	\$ 0.1941	\$ 0.0005	\$ 0.0050	\$ 0.1996
Flavored Milk	9,161,998	300,340	3.2781%	8,861,658	\$ 486,341	\$ 1,705,869	\$ 2,192,210	\$ 0.2393	\$ 0.0368	\$ 0.0050	\$ 0.2811
Flavored Reduced Fat Milk	8,020,043	88,205	1.0998%	7,931,838	\$ 142,830	\$ 1,526,879	\$ 1,669,709	\$ 0.2082	\$ 0.0398	\$ 0.0050	\$ 0.2530
Flavored NONFAT Milk	3,126,970	4,282	0.1369%	3,122,688	\$ 6,934	\$ 601,117	\$ 608,051	\$ 0.1945	\$ 0.0355	\$ 0.0050	\$ 0.2350
Buttermilk	397,263	4,049	1.0192%	393,214	\$ 6,557	\$ 75,694	\$ 82,251	\$ 0.2070	\$ 0.0403	\$ 0.0050	\$ 0.2523
Egg Nog	129,121	8,184	6.3382%	120,937	\$ 13,252	\$ 23,280	\$ 36,532	\$ 0.2829	\$ 0.1642	\$ 0.0050	\$ 0.4521

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 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)	
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	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1027	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.5441	\$ 0.1247	\$ 3.6688	\$ (0.5640)	\$ 0.9864	\$ 4.0912
	1/2 GALLON	\$ 1.0514	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.8260	\$ 0.0643	\$ 1.8903	\$ (0.2820)	\$ 0.4932	\$ 2.1015
	QUART	\$ 0.5257	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1691	\$ 0.0411	\$ 1.2102	\$ (0.1410)	\$ 0.2466	\$ 1.3158
	PINT	\$ 0.2628	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.7183	\$ 0.0253	\$ 0.7436	\$ (0.0705)	\$ 0.1233	\$ 0.7964
	12 OUNCE	\$ 0.1971	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3601	\$ 0.0127	\$ 0.3728	\$ (0.0529)	\$ 0.0925	\$ 0.4124
	10 OUNCE	\$ 0.1643	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3282	\$ 0.0116	\$ 0.3398	\$ (0.0441)	\$ 0.0771	\$ 0.3728
	1/2 PINT	\$ 0.1314	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2660	\$ 0.0094	\$ 0.2754	\$ (0.0353)	\$ 0.0617	\$ 0.3018
	4 OUNCE	\$ 0.0657	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1686	\$ 0.0059	\$ 0.1745	\$ (0.0177)	\$ 0.0309	\$ 0.1877
	Bulk per Quart	\$ 0.5257	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 1.0117	\$ 0.0356	\$ 1.0473	\$ (0.1410)	\$ 0.2466	\$ 1.1529
REDUCED FAT (2%) MILK	GALLON	\$ 1.9421	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.3835	\$ 0.1191	\$ 3.5026	\$ (0.5640)	\$ 0.9864	\$ 3.9250
	1/2 GALLON	\$ 0.9710	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.7456	\$ 0.0614	\$ 1.8070	\$ (0.2820)	\$ 0.4932	\$ 2.0182
	QUART	\$ 0.4855	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1289	\$ 0.0397	\$ 1.1686	\$ (0.1410)	\$ 0.2466	\$ 1.2742
	PINT	\$ 0.2428	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.6983	\$ 0.0246	\$ 0.7229	\$ (0.0705)	\$ 0.1233	\$ 0.7757
	12 OUNCE	\$ 0.1816	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3446	\$ 0.0121	\$ 0.3567	\$ (0.0529)	\$ 0.0925	\$ 0.3963
	10 OUNCE	\$ 0.1517	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3156	\$ 0.0111	\$ 0.3267	\$ (0.0441)	\$ 0.0771	\$ 0.3597
	1/2 PINT	\$ 0.1214	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2560	\$ 0.0090	\$ 0.2650	\$ (0.0353)	\$ 0.0617	\$ 0.2914
	4 OUNCE	\$ 0.0607	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1636	\$ 0.0058	\$ 0.1694	\$ (0.0177)	\$ 0.0309	\$ 0.1826
	Bulk per Quart	\$ 0.4855	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9715	\$ 0.0342	\$ 1.0057	\$ (0.1410)	\$ 0.2466	\$ 1.1113
LOWFAT (1%) MILK	GALLON	\$ 1.8197	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.2611	\$ 0.1148	\$ 3.3759	\$ (0.5640)	\$ 0.9864	\$ 3.7983
	1/2 GALLON	\$ 0.9098	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.6844	\$ 0.0593	\$ 1.7437	\$ (0.2820)	\$ 0.4932	\$ 1.9549
	QUART	\$ 0.4549	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.0983	\$ 0.0387	\$ 1.1370	\$ (0.1410)	\$ 0.2466	\$ 1.2426
	PINT	\$ 0.2275	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.6830	\$ 0.0240	\$ 0.7070	\$ (0.0705)	\$ 0.1233	\$ 0.7598
	12 OUNCE	\$ 0.1706	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3336	\$ 0.0117	\$ 0.3453	\$ (0.0529)	\$ 0.0925	\$ 0.3849
	10 OUNCE	\$ 0.1422	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3061	\$ 0.0108	\$ 0.3169	\$ (0.0441)	\$ 0.0771	\$ 0.3499
	1/2 PINT	\$ 0.1137	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2483	\$ 0.0087	\$ 0.2570	\$ (0.0353)	\$ 0.0617	\$ 0.2834
	4 OUNCE	\$ 0.0569	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1598	\$ 0.0056	\$ 0.1654	\$ (0.0177)	\$ 0.0309	\$ 0.1786
	Bulk per Quart	\$ 0.4549	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9409	\$ 0.0331	\$ 0.9740	\$ (0.1410)	\$ 0.2466	\$ 1.0796
NONFAT (SKIM) MILK	GALLON	\$ 1.7225	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.1639	\$ 0.1114	\$ 3.2753	\$ (0.5640)	\$ 0.9864	\$ 3.6977
	1/2 GALLON	\$ 0.8613	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.6359	\$ 0.0576	\$ 1.6935	\$ (0.2820)	\$ 0.4932	\$ 1.9047
	QUART	\$ 0.4306	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.0740	\$ 0.0378	\$ 1.1118	\$ (0.1410)	\$ 0.2466	\$ 1.2174
	PINT	\$ 0.2153	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.6708	\$ 0.0236	\$ 0.6944	\$ (0.0705)	\$ 0.1233	\$ 0.7472
	12 OUNCE	\$ 0.1615	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3245	\$ 0.0114	\$ 0.3359	\$ (0.0529)	\$ 0.0925	\$ 0.3755
	10 OUNCE	\$ 0.1346	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.2985	\$ 0.0105	\$ 0.3090	\$ (0.0441)	\$ 0.0771	\$ 0.3420
	1/2 PINT	\$ 0.1077	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2423	\$ 0.0085	\$ 0.2508	\$ (0.0353)	\$ 0.0617	\$ 0.2772
	4 OUNCE	\$ 0.0538	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1567	\$ 0.0055	\$ 0.1622	\$ (0.0177)	\$ 0.0309	\$ 0.1754
	Bulk per Quart	\$ 0.4306	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9166	\$ 0.0323	\$ 0.9489	\$ (0.1410)	\$ 0.2466	\$ 1.0545

Footnote:
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0030 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 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)	
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	
FLAVORED MILK	GALLON	\$ 2.2488	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.6902	\$ 0.1299	\$ 3.8201	\$ (0.5640)	\$ 0.9864	\$ 4.2425
	1/2 GALLON	\$ 1.1244	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.8990	\$ 0.0668	\$ 1.9658	\$ (0.2820)	\$ 0.4932	\$ 2.1770
	QUART	\$ 0.5622	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.2056	\$ 0.0424	\$ 1.2480	\$ (0.1410)	\$ 0.2466	\$ 1.3536
	PINT	\$ 0.2811	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.7366	\$ 0.0259	\$ 0.7625	\$ (0.0705)	\$ 0.1233	\$ 0.8153
	12 OUNCE	\$ 0.2108	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3738	\$ 0.0132	\$ 0.3870	\$ (0.0529)	\$ 0.0925	\$ 0.4266
	10 OUNCE	\$ 0.1757	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3396	\$ 0.0120	\$ 0.3516	\$ (0.0441)	\$ 0.0771	\$ 0.3846
	1/2 PINT	\$ 0.1406	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2752	\$ 0.0097	\$ 0.2849	\$ (0.0353)	\$ 0.0617	\$ 0.3113
	4 OUNCE	\$ 0.0703	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1732	\$ 0.0061	\$ 0.1793	\$ (0.0177)	\$ 0.0309	\$ 0.1925
	Bulk per Quart	\$ 0.5622	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 1.0482	\$ 0.0369	\$ 1.0851	\$ (0.1410)	\$ 0.2466	\$ 1.1907
FLAVORED REDUCED FAT MILK	GALLON	\$ 2.0240	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.4654	\$ 0.1220	\$ 3.5874	\$ (0.5640)	\$ 0.9864	\$ 4.0098
	1/2 GALLON	\$ 1.0120	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.7866	\$ 0.0629	\$ 1.8495	\$ (0.2820)	\$ 0.4932	\$ 2.0607
	QUART	\$ 0.5060	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1494	\$ 0.0405	\$ 1.1899	\$ (0.1410)	\$ 0.2466	\$ 1.2955
	PINT	\$ 0.2530	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.7085	\$ 0.0249	\$ 0.7334	\$ (0.0705)	\$ 0.1233	\$ 0.7862
	12 OUNCE	\$ 0.1898	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3528	\$ 0.0124	\$ 0.3652	\$ (0.0529)	\$ 0.0925	\$ 0.4048
	10 OUNCE	\$ 0.1581	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3220	\$ 0.0113	\$ 0.3333	\$ (0.0441)	\$ 0.0771	\$ 0.3663
	1/2 PINT	\$ 0.1265	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2611	\$ 0.0092	\$ 0.2703	\$ (0.0353)	\$ 0.0617	\$ 0.2967
	4 OUNCE	\$ 0.0633	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1662	\$ 0.0058	\$ 0.1720	\$ (0.0177)	\$ 0.0309	\$ 0.1852
	Bulk per Quart	\$ 0.5060	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9920	\$ 0.0349	\$ 1.0269	\$ (0.1410)	\$ 0.2466	\$ 1.1325
FLAVORED NONFAT MILK	GALLON	\$ 1.8800	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.3214	\$ 0.1169	\$ 3.4383	\$ (0.5640)	\$ 0.9864	\$ 3.8607
	1/2 GALLON	\$ 0.9400	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.7146	\$ 0.0603	\$ 1.7749	\$ (0.2820)	\$ 0.4932	\$ 1.9861
	QUART	\$ 0.4700	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1134	\$ 0.0392	\$ 1.1526	\$ (0.1410)	\$ 0.2466	\$ 1.2582
	PINT	\$ 0.2350	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.6905	\$ 0.0243	\$ 0.7148	\$ (0.0705)	\$ 0.1233	\$ 0.7676
	12 OUNCE	\$ 0.1763	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3393	\$ 0.0119	\$ 0.3512	\$ (0.0529)	\$ 0.0925	\$ 0.3908
	10 OUNCE	\$ 0.1469	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3108	\$ 0.0109	\$ 0.3217	\$ (0.0441)	\$ 0.0771	\$ 0.3547
	1/2 PINT	\$ 0.1175	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2521	\$ 0.0089	\$ 0.2610	\$ (0.0353)	\$ 0.0617	\$ 0.2874
	4 OUNCE	\$ 0.0588	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1617	\$ 0.0057	\$ 0.1674	\$ (0.0177)	\$ 0.0309	\$ 0.1806
	Bulk per Quart	\$ 0.4700	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9560	\$ 0.0336	\$ 0.9896	\$ (0.1410)	\$ 0.2466	\$ 1.0952
BUTTERMILK	GALLON	\$ 2.1748	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.6162	\$ 0.1273	\$ 3.7435	\$ (0.5640)	\$ 0.9864	\$ 4.1659
	1/2 GALLON	\$ 1.0874	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.8620	\$ 0.0655	\$ 1.9275	\$ (0.2820)	\$ 0.4932	\$ 2.1387
	QUART	\$ 0.5437	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1871	\$ 0.0418	\$ 1.2289	\$ (0.1410)	\$ 0.2466	\$ 1.3345
	PINT	\$ 0.2719	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.7274	\$ 0.0256	\$ 0.7530	\$ (0.0705)	\$ 0.1233	\$ 0.8058
	12 OUNCE	\$ 0.2039	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3669	\$ 0.0129	\$ 0.3798	\$ (0.0529)	\$ 0.0925	\$ 0.4194
	10 OUNCE	\$ 0.1699	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3338	\$ 0.0117	\$ 0.3455	\$ (0.0441)	\$ 0.0771	\$ 0.3785
	1/2 PINT	\$ 0.1359	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2705	\$ 0.0095	\$ 0.2800	\$ (0.0353)	\$ 0.0617	\$ 0.3064
	4 OUNCE	\$ 0.0680	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1709	\$ 0.0060	\$ 0.1769	\$ (0.0177)	\$ 0.0309	\$ 0.1901
	Bulk per Quart	\$ 0.5437	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 1.0297	\$ 0.0362	\$ 1.0659	\$ (0.1410)	\$ 0.2466	\$ 1.1715

Footnote:
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0030 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 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)	
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	
EGG NOG	GALLON	\$ 3.6168	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 5.0582	\$ 0.1780	\$ 5.2362	\$ (0.5640)	\$ 0.9864	\$ 5.6586
	1/2 GALLON	\$ 1.8084	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 2.5830	\$ 0.0909	\$ 2.6739	\$ (0.2820)	\$ 0.4932	\$ 2.8851
	QUART	\$ 0.9042	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.5476	\$ 0.0545	\$ 1.6021	\$ (0.1410)	\$ 0.2466	\$ 1.7077
	PINT	\$ 0.4521	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.9076	\$ 0.0319	\$ 0.9395	\$ (0.0705)	\$ 0.1233	\$ 0.9923
	12 OUNCE	\$ 0.3391	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.5021	\$ 0.0177	\$ 0.5198	\$ (0.0529)	\$ 0.0925	\$ 0.5594
	10 OUNCE	\$ 0.2826	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.4465	\$ 0.0157	\$ 0.4622	\$ (0.0441)	\$ 0.0771	\$ 0.4952
	1/2 PINT	\$ 0.2261	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.3607	\$ 0.0127	\$ 0.3734	\$ (0.0353)	\$ 0.0617	\$ 0.3998
	4 OUNCE	\$ 0.1130	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.2159	\$ 0.0076	\$ 0.2235	\$ (0.0177)	\$ 0.0309	\$ 0.2367
	Bulk per Quart	\$ 0.9042	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 1.3902	\$ 0.0489	\$ 1.4391	\$ (0.1410)	\$ 0.2466	\$ 1.5447

Footnote:
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0030 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1514	2.7% Store Profit	Proposed Retail Price	
STANDARD (WHOLE) MILK	GALLON	\$ 4.0912	\$ (0.5114)	\$ 0.6056	\$ 0.1161	\$ 4.30
	1/2 GALLON	\$ 2.1015	\$ (0.2627)	\$ 0.3028	\$ 0.0594	\$ 2.20
	QUART	\$ 1.3158	\$ (0.1645)	\$ 0.1514	\$ 0.0361	\$ 1.34
	PINT	\$ 0.7964	\$ (0.0996)	\$ 0.0757	\$ 0.0214	\$ 0.81
	12 OUNCE	\$ 0.4124	\$ (0.0516)	\$ 0.0568	\$ 0.0116	\$ 0.43
	10 OUNCE	\$ 0.3728	\$ (0.0466)	\$ 0.0473	\$ 0.0104	\$ 0.38
	1/2 PINT	\$ 0.3018	\$ (0.0377)	\$ 0.0379	\$ 0.0084	\$ 0.31
	4 OUNCE	\$ 0.1877	\$ (0.0235)	\$ 0.0189	\$ 0.0051	\$ 0.19
	Bulk per Quart	\$ 1.1529	\$ (0.1441)	\$ 0.1514	\$ 0.0322	\$ 1.19
REDUCED FAT (2%) MILK	GALLON	\$ 3.9250	\$ (0.4906)	\$ 0.6056	\$ 0.1121	\$ 4.15
	1/2 GALLON	\$ 2.0182	\$ (0.2523)	\$ 0.3028	\$ 0.0574	\$ 2.13
	QUART	\$ 1.2742	\$ (0.1593)	\$ 0.1514	\$ 0.0351	\$ 1.30
	PINT	\$ 0.7757	\$ (0.0970)	\$ 0.0757	\$ 0.0209	\$ 0.78
	12 OUNCE	\$ 0.3963	\$ (0.0495)	\$ 0.0568	\$ 0.0112	\$ 0.41
	10 OUNCE	\$ 0.3597	\$ (0.0450)	\$ 0.0473	\$ 0.0100	\$ 0.37
	1/2 PINT	\$ 0.2914	\$ (0.0364)	\$ 0.0379	\$ 0.0081	\$ 0.30
	4 OUNCE	\$ 0.1826	\$ (0.0228)	\$ 0.0189	\$ 0.0050	\$ 0.19
	Bulk per Quart	\$ 1.1113	\$ (0.1389)	\$ 0.1514	\$ 0.0312	\$ 1.16
LOWFAT (1%) MILK	GALLON	\$ 3.7983	\$ (0.4748)	\$ 0.6056	\$ 0.1090	\$ 4.04
	1/2 GALLON	\$ 1.9549	\$ (0.2444)	\$ 0.3028	\$ 0.0559	\$ 2.07
	QUART	\$ 1.2426	\$ (0.1553)	\$ 0.1514	\$ 0.0344	\$ 1.27
	PINT	\$ 0.7598	\$ (0.0950)	\$ 0.0757	\$ 0.0205	\$ 0.76
	12 OUNCE	\$ 0.3849	\$ (0.0481)	\$ 0.0568	\$ 0.0109	\$ 0.40
	10 OUNCE	\$ 0.3499	\$ (0.0437)	\$ 0.0473	\$ 0.0098	\$ 0.36
	1/2 PINT	\$ 0.2834	\$ (0.0354)	\$ 0.0379	\$ 0.0079	\$ 0.29
	4 OUNCE	\$ 0.1786	\$ (0.0223)	\$ 0.0189	\$ 0.0049	\$ 0.18
	Bulk per Quart	\$ 1.0796	\$ (0.1350)	\$ 0.1514	\$ 0.0304	\$ 1.13
NONFAT (SKIM) MILK	GALLON	\$ 3.6977	\$ (0.4622)	\$ 0.6056	\$ 0.1066	\$ 3.95
	1/2 GALLON	\$ 1.9047	\$ (0.2381)	\$ 0.3028	\$ 0.0546	\$ 2.02
	QUART	\$ 1.2174	\$ (0.1522)	\$ 0.1514	\$ 0.0338	\$ 1.25
	PINT	\$ 0.7472	\$ (0.0934)	\$ 0.0757	\$ 0.0202	\$ 0.75
	12 OUNCE	\$ 0.3755	\$ (0.0469)	\$ 0.0568	\$ 0.0107	\$ 0.40
	10 OUNCE	\$ 0.3420	\$ (0.0428)	\$ 0.0473	\$ 0.0096	\$ 0.36
	1/2 PINT	\$ 0.2772	\$ (0.0347)	\$ 0.0379	\$ 0.0078	\$ 0.29
	4 OUNCE	\$ 0.1754	\$ (0.0219)	\$ 0.0189	\$ 0.0048	\$ 0.18
	Bulk per Quart	\$ 1.0545	\$ (0.1318)	\$ 0.1514	\$ 0.0298	\$ 1.10

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1514	2.7% Store Profit	Proposed Retail Price	
FLAVORED MILK	GALLON	\$ 4.2425	\$ (0.5303)	\$ 0.6056	\$ 0.1198	\$ 4.44
	1/2 GALLON	\$ 2.1770	\$ (0.2721)	\$ 0.3028	\$ 0.0613	\$ 2.27
	QUART	\$ 1.3536	\$ (0.1692)	\$ 0.1514	\$ 0.0371	\$ 1.37
	PINT	\$ 0.8153	\$ (0.1019)	\$ 0.0757	\$ 0.0219	\$ 0.83
	12 OUNCE	\$ 0.4266	\$ (0.0533)	\$ 0.0568	\$ 0.0119	\$ 0.44
	10 OUNCE	\$ 0.3846	\$ (0.0481)	\$ 0.0473	\$ 0.0107	\$ 0.39
	1/2 PINT	\$ 0.3113	\$ (0.0389)	\$ 0.0379	\$ 0.0086	\$ 0.32
	4 OUNCE	\$ 0.1925	\$ (0.0241)	\$ 0.0189	\$ 0.0052	\$ 0.20
Bulk per Quart	\$ 1.1907	\$ (0.1488)	\$ 0.1514	\$ 0.0331	\$ 1.23	
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.0098	\$ (0.5012)	\$ 0.6056	\$ 0.1142	\$ 4.23
	1/2 GALLON	\$ 2.0607	\$ (0.2576)	\$ 0.3028	\$ 0.0584	\$ 2.16
	QUART	\$ 1.2955	\$ (0.1619)	\$ 0.1514	\$ 0.0357	\$ 1.32
	PINT	\$ 0.7862	\$ (0.0983)	\$ 0.0757	\$ 0.0212	\$ 0.80
	12 OUNCE	\$ 0.4048	\$ (0.0506)	\$ 0.0568	\$ 0.0114	\$ 0.42
	10 OUNCE	\$ 0.3663	\$ (0.0458)	\$ 0.0473	\$ 0.0102	\$ 0.38
	1/2 PINT	\$ 0.2967	\$ (0.0371)	\$ 0.0379	\$ 0.0083	\$ 0.31
	4 OUNCE	\$ 0.1852	\$ (0.0232)	\$ 0.0189	\$ 0.0050	\$ 0.19
Bulk per Quart	\$ 1.1325	\$ (0.1416)	\$ 0.1514	\$ 0.0317	\$ 1.17	
FLAVORED NONFAT MILK	GALLON	\$ 3.8607	\$ (0.4826)	\$ 0.6056	\$ 0.1105	\$ 4.09
	1/2 GALLON	\$ 1.9861	\$ (0.2483)	\$ 0.3028	\$ 0.0566	\$ 2.10
	QUART	\$ 1.2582	\$ (0.1573)	\$ 0.1514	\$ 0.0348	\$ 1.29
	PINT	\$ 0.7676	\$ (0.0960)	\$ 0.0757	\$ 0.0207	\$ 0.77
	12 OUNCE	\$ 0.3908	\$ (0.0489)	\$ 0.0568	\$ 0.0111	\$ 0.41
	10 OUNCE	\$ 0.3547	\$ (0.0443)	\$ 0.0473	\$ 0.0099	\$ 0.37
	1/2 PINT	\$ 0.2874	\$ (0.0359)	\$ 0.0379	\$ 0.0080	\$ 0.30
	4 OUNCE	\$ 0.1806	\$ (0.0226)	\$ 0.0189	\$ 0.0049	\$ 0.19
Bulk per Quart	\$ 1.0952	\$ (0.1369)	\$ 0.1514	\$ 0.0308	\$ 1.14	
BUTTERMILK	GALLON	\$ 4.1659	\$ (0.5207)	\$ 0.6056	\$ 0.1180	\$ 4.37
	1/2 GALLON	\$ 2.1387	\$ (0.2673)	\$ 0.3028	\$ 0.0603	\$ 2.23
	QUART	\$ 1.3345	\$ (0.1668)	\$ 0.1514	\$ 0.0366	\$ 1.36
	PINT	\$ 0.8058	\$ (0.1007)	\$ 0.0757	\$ 0.0217	\$ 0.82
	12 OUNCE	\$ 0.4194	\$ (0.0524)	\$ 0.0568	\$ 0.0118	\$ 0.44
	10 OUNCE	\$ 0.3785	\$ (0.0473)	\$ 0.0473	\$ 0.0105	\$ 0.39
	1/2 PINT	\$ 0.3064	\$ (0.0383)	\$ 0.0379	\$ 0.0085	\$ 0.31
	4 OUNCE	\$ 0.1901	\$ (0.0238)	\$ 0.0189	\$ 0.0051	\$ 0.20
Bulk per Quart	\$ 1.1715	\$ (0.1464)	\$ 0.1514	\$ 0.0326	\$ 1.21	

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1514	2.7% Store Profit	Proposed Retail Price

EGG NOG	GALLON	\$ 5.6586	\$ (0.7073)	\$ 0.6056	\$ 0.1542	\$ 5.71
	1/2 GALLON	\$ 2.8851	\$ (0.3606)	\$ 0.3028	\$ 0.0785	\$ 2.91
	QUART	\$ 1.7077	\$ (0.2135)	\$ 0.1514	\$ 0.0457	\$ 1.72
	PINT	\$ 0.9923	\$ (0.1240)	\$ 0.0757	\$ 0.0262	\$ 1.00
	12 OUNCE	\$ 0.5594	\$ (0.0699)	\$ 0.0568	\$ 0.0152	\$ 0.56
	10 OUNCE	\$ 0.4952	\$ (0.0619)	\$ 0.0473	\$ 0.0133	\$ 0.51
	1/2 PINT	\$ 0.3998	\$ (0.0500)	\$ 0.0379	\$ 0.0108	\$ 0.40
	4 OUNCE	\$ 0.2367	\$ (0.0296)	\$ 0.0189	\$ 0.0063	\$ 0.25
	Bulk per Quart	\$ 1.5447	\$ (0.1931)	\$ 0.1514	\$ 0.0417	\$ 1.55