



**Commonwealth of Pennsylvania**  
Milk Marketing Board  
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Official General

Posted:

January 6, 2016

Order No. A-956 (CRO 6)

Effective:

February 1, 2016

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

NOW, this 6<sup>th</sup> day of January 2016, 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 February 1, 2016.

**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 5) 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. Wholesale and retail prices will be adjusted as well by the change in labor, utility, and insurance costs that the Board adopts in this order.

(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 (CRO 5) not inconsistent with Section B of this order continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

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Luke F. Brubaker, Chairman

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Lynda J. Bowman, Consumer Member

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James A. Van Blarcom, Member

Date: January 6, 2016

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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 December 2, 2015, 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 45 Pennsylvania Bulletin 6380 dated October 24, 2015. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1515, dated October 14, 2015. 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 Foods Company – Sharpsville, Dean Foods Company – Erie, Galliker Dairy, and Schneider – Valley Farms.

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 based his opinion on the amounts and types of milk sold by the cross section dealers, the types of customers served by the cross section dealers, and the delivery techniques employed by the cross section dealers. Carl Herbein, appearing on behalf of the Area 6 milk dealers as an expert in cost accounting and milk cost accounting, testified that the dealer cross section processed, packaged, and delivered a majority of the fluid milk products in Area 6 and delivered to a range of customers in Area 6 which included supermarkets, convenience stores, schools, institutions, and small retail outlets. Mr. Herbein opined that the cross-section was representative of the dealers selling in Area 6. Based on the factors outlined by Mr. Ackman and Mr. Herbein, 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 regulation and cost accounting. Both Mr. Gojsovich and Mr. Herbein testified that the cross-section dealers incurred a cost of \$0.3095 per point for processing, packaging, and delivering milk in 2014. Based on this uncontradicted testimony, the Board finds that the cross section dealers incurred a cost of \$0.3095 per point for processing, packaging, and delivery, and further finds that \$0.3095 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Herbein testified to the following 2015 ingredient costs, based on year 2014 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0009/lb; Flavored Milk - \$0.0331/lb; Flavored Reduced Fat Milk - \$0.0282/lb; Flavored Non-Fat Milk - \$0.0307; Buttermilk - \$0.0258/lb; Egg Nog - \$0.1551/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Herbein presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0122 per point between the first halves of 2014 and 2015. The Board finds that \$0.0122 per point should be used in this order.

8. Official General Order A-939 established area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in diesel fuel costs. Mr. Gojsovich and Mr. Herbein recommended that the adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 8 and attached to this order as Attachment 1.

9. Official General Order A-937 established area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in heating fuel costs. Mr. Gojsovich and Mr. Herbein recommended that the adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Mr. Herbein presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$0.0030 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 \$0.0030 per pound.

11. Based on the concurring container costs evidence presented by Mr. Gojsovich and Mr. Herbein, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.1858; Half Gallon (combined) - \$0.1173; Quart (combined) - \$0.1765; Pint (combined) - \$0.1308; Half Pint (paper) - \$0.0289; Half Pint (plastic) - \$0.0718; 12 Ounce - \$0.0367; 10 Ounce - \$0.0587; 4 Ounce - \$0.0275; Bulk Per Quart (Dispenser) - \$0.0897. Both Mr. Gojsovich and Mr. Herbein 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. Herbein 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 \$0.0429 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

12. No party presented evidence regarding Class II products. Mr. Herbein 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.

13. Mr. Herbein recommended that the current dealer rate of return be maintained. No other evidence was offered. The Board finds that the dealer rate of return shall be maintained at 3.4%.

14. Thomas J. Price testified on behalf of the Pennsylvania Food Merchants Association as an expert in retail store accounting and dairy in-store handling costs. Mr. Price recommended that the retail rate of return remain unchanged and that the Board continue to utilize the monthly CPI adjustment to minimum retail prices. The Board finds that the retail rate of return should remain at 2.7% and that the monthly CPI adjustment should remain in place.

II. CONCLUSIONS OF LAW

1. The December 2, 2015, 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 No. 5 hearing held on December 2, 2015, is incorporated by reference in the record of the Area 6 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

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Luke F. Brubaker, Chairman

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Lynda J. Bowman, Consumer Member

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James A. Van Blarcom, Member

Date: January 6, 2016

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

**Diesel Fuel Costs Adjustment**

**Update of Diesel Fuel Costs from Year 2014 to SEPTEMBER 2015**

1. Weighted Diesel Fuel Costs - YEAR 2014	\$	2,123,095
2. Average On-Highway Diesel Price per Gallon - YEAR 2014 <sup>(1)</sup>	\$	3.987
3. On-Highway Diesel Price per Gallon - SEPTEMBER 2015 <sup>(1)</sup>	\$	2.680
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		-32.78%
5. Presumed Diesel Fuel Costs - SEPTEMBER 2015 ((Line 1 X Line 4) + Line 1)	\$	<u>1,427,144</u>
6. Change in Diesel Fuel Costs from YEAR 2014 to SEPTEMBER 2015 (Line 5 - Line 1)	\$	(695,951)
7. Weighted Delivery Points - YEAR 2014		<u>85,806,745</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>(0.0081)</u></b>

## Footnote:

- Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.  
web address = [http://tonto.eia.doe.gov/oog/info/wohdp/diesel\\_detail\\_report\\_combined.asp](http://tonto.eia.doe.gov/oog/info/wohdp/diesel_detail_report_combined.asp)

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

**Heating Fuel Costs Adjustment  
Update of Heating Fuel Costs from Year 2014 to JULY 2015**

1. Weighted Heating Fuel Costs - YEAR 2014	\$	143,546
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2014 <sup>(1)</sup>	\$	10.19
3. Pennsylvania Average Natural Gas Price - Industrial - JULY 2015 <sup>(1)</sup>	\$	10.81
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		6.08%
5. Presumed Heating Fuel Costs - JULY 2015 ((Line 1 X Line 4) + Line 1)	\$	<u>152,274</u>
6. Change in Heating Fuel Costs from YEAR 2014 to JULY 2015 (Line 5 - Line 1)	\$	8,728
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2014		<u>78,298,534</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>0.0001</u></b>

## Footnote:

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



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

**MILK COSTS BEFORE PACKAGING  
NOVEMBER 2015 MILK COST**

	<b>Class I</b>	
<b>Skim Rate</b>	\$	11.58
<b>Butterfat Rate</b>	\$	2.9249

Product Description	Product Pounds	A		B		C		D		E		F		G		H		I		J		K	
		Butterfat		Pounds	Test (%)	Pounds	Butterfat Value	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound								
		(B ÷ A)	(A - B)													(B x BF Rate)	(D x Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)	

Class I	<b>Standard (Whole) Milk</b>	20,549,680	660,236	3.2129%	19,889,444	\$ 1,931,124	\$ 2,303,198	\$ 4,234,322	\$ 0.2061	\$ -	\$ 0.0030	\$ <b>0.2091</b>
	<b>Reduced Fat (2%) Milk</b>	33,076,527	622,359	1.8816%	32,454,168	\$ 1,820,338	\$ 3,758,193	\$ 5,578,531	\$ 0.1687	\$ 0.0001	\$ 0.0030	\$ <b>0.1718</b>
	<b>Low Fat (1%) Milk</b>	13,919,397	124,101	0.8916%	13,795,296	\$ 362,983	\$ 1,597,495	\$ 1,960,478	\$ 0.1408	\$ 0.0001	\$ 0.0030	\$ <b>0.1439</b>
	<b>Non Fat (Skim) Milk</b>	13,791,311	17,384	0.1261%	13,773,927	\$ 50,846	\$ 1,595,021	\$ 1,645,867	\$ 0.1193	\$ 0.0009	\$ 0.0030	\$ <b>0.1232</b>
	<b>Flavored Milk</b>	9,242,995	295,262	3.1944%	8,947,733	\$ 863,612	\$ 1,036,147	\$ 1,899,759	\$ 0.2055	\$ 0.0331	\$ 0.0030	\$ <b>0.2416</b>
	<b>Flavored Reduced Fat Milk</b>	3,534,581	33,637	0.9517%	3,500,944	\$ 98,385	\$ 405,409	\$ 503,794	\$ 0.1425	\$ 0.0282	\$ 0.0030	\$ <b>0.1737</b>
	<b>Flavored NONFAT Milk</b>	7,612,041	12,361	0.1624%	7,599,680	\$ 36,155	\$ 880,043	\$ 916,198	\$ 0.1204	\$ 0.0307	\$ 0.0030	\$ <b>0.1541</b>
	<b>Buttermilk</b>	495,834	6,153	1.2409%	489,681	\$ 17,997	\$ 56,705	\$ 74,702	\$ 0.1507	\$ 0.0258	\$ 0.0030	\$ <b>0.1795</b>
	<b>Egg Nog</b>	230,222	11,090	4.8171%	219,132	\$ 32,437	\$ 25,375	\$ 57,812	\$ 0.2511	\$ 0.1551	\$ 0.0030	\$ <b>0.4092</b>

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

**WHOLESALE PRICE BUILDUP  
NOVEMBER 2015 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D	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	
<b>STANDARD (WHOLE) MILK</b>	Gallon	\$ 1.7983	\$ 0.1804	\$ (0.0164)	\$ (0.0936)	\$ 1.2380	\$ 3.1067	\$ 0.1093	\$ 3.2160	\$ (0.5640)	\$ 0.9864	\$ 3.6384
	1/2 Gallon	\$ 0.8991	\$ 0.1117	\$ (0.0082)	\$ (0.0324)	\$ 0.6190	\$ 1.5892	\$ 0.0559	\$ 1.6451	\$ (0.2820)	\$ 0.4932	\$ 1.8563
	Quart	\$ 0.4496	\$ 0.1778	\$ (0.0041)	\$ 0.0264	\$ 0.3095	\$ 0.9592	\$ 0.0338	\$ 0.9930	\$ (0.1410)	\$ 0.2466	\$ 1.0986
	Pint	\$ 0.2248	\$ 0.1320	\$ (0.0021)	\$ 0.0249	\$ 0.1548	\$ 0.5344	\$ 0.0188	\$ 0.5532	\$ (0.0705)	\$ 0.1233	\$ 0.6060
	12 Ounce	\$ 0.1686	\$ 0.0367	\$ (0.0015)	\$ 0.0194	\$ 0.1161	\$ 0.3393	\$ 0.0119	\$ 0.3512	\$ (0.0529)	\$ 0.0925	\$ 0.3908
	10 Ounce	\$ 0.1405	\$ 0.0587	\$ (0.0013)	\$ 0.0139	\$ 0.0967	\$ 0.3085	\$ 0.0109	\$ 0.3194	\$ (0.0441)	\$ 0.0771	\$ 0.3524
	1/2 Pint	\$ 0.1124	\$ 0.0294	\$ (0.0010)	\$ 0.0139	\$ 0.0774	\$ 0.2321	\$ 0.0082	\$ 0.2403	\$ (0.0353)	\$ 0.0617	\$ 0.2667
	4 Ounce	\$ 0.0562	\$ 0.0279	\$ (0.0005)	\$ 0.0200	\$ 0.0387	\$ 0.1423	\$ 0.0050	\$ 0.1473	\$ (0.0177)	\$ 0.0309	\$ 0.1605
	Bulk per Quart	\$ 0.4496	\$ 0.0909	\$ (0.0041)	\$ 0.1078	\$ 0.3095	\$ 0.9537	\$ 0.0336	\$ 0.9873	\$ (0.1410)	\$ 0.2466	\$ 1.0929
<b>REDUCED FAT (2%) MILK</b>	Gallon	\$ 1.4809	\$ 0.1804	\$ (0.0164)	\$ (0.0936)	\$ 1.2380	\$ 2.7893	\$ 0.0982	\$ 2.8875	\$ (0.5640)	\$ 0.9864	\$ 3.3099
	1/2 Gallon	\$ 0.7405	\$ 0.1117	\$ (0.0082)	\$ (0.0324)	\$ 0.6190	\$ 1.4306	\$ 0.0504	\$ 1.4810	\$ (0.2820)	\$ 0.4932	\$ 1.6922
	Quart	\$ 0.3702	\$ 0.1778	\$ (0.0041)	\$ 0.0264	\$ 0.3095	\$ 0.8798	\$ 0.0310	\$ 0.9108	\$ (0.1410)	\$ 0.2466	\$ 1.0164
	Pint	\$ 0.1851	\$ 0.1320	\$ (0.0021)	\$ 0.0249	\$ 0.1548	\$ 0.4947	\$ 0.0174	\$ 0.5121	\$ (0.0705)	\$ 0.1233	\$ 0.5649
	12 Ounce	\$ 0.1385	\$ 0.0367	\$ (0.0015)	\$ 0.0194	\$ 0.1161	\$ 0.3092	\$ 0.0109	\$ 0.3201	\$ (0.0529)	\$ 0.0925	\$ 0.3597
	10 Ounce	\$ 0.1157	\$ 0.0587	\$ (0.0013)	\$ 0.0139	\$ 0.0967	\$ 0.2837	\$ 0.0100	\$ 0.2937	\$ (0.0441)	\$ 0.0771	\$ 0.3267
	1/2 Pint	\$ 0.0926	\$ 0.0294	\$ (0.0010)	\$ 0.0139	\$ 0.0774	\$ 0.2123	\$ 0.0075	\$ 0.2198	\$ (0.0353)	\$ 0.0617	\$ 0.2462
	4 Ounce	\$ 0.0463	\$ 0.0279	\$ (0.0005)	\$ 0.0200	\$ 0.0387	\$ 0.1324	\$ 0.0047	\$ 0.1371	\$ (0.0177)	\$ 0.0309	\$ 0.1503
	Bulk per Quart	\$ 0.3702	\$ 0.0909	\$ (0.0041)	\$ 0.1078	\$ 0.3095	\$ 0.8743	\$ 0.0308	\$ 0.9051	\$ (0.1410)	\$ 0.2466	\$ 1.0107
<b>LOWFAT (1%) MILK</b>	Gallon	\$ 1.2404	\$ 0.1804	\$ (0.0164)	\$ (0.0936)	\$ 1.2380	\$ 2.5488	\$ 0.0897	\$ 2.6385	\$ (0.5640)	\$ 0.9864	\$ 3.0609
	1/2 Gallon	\$ 0.6202	\$ 0.1117	\$ (0.0082)	\$ (0.0324)	\$ 0.6190	\$ 1.3103	\$ 0.0461	\$ 1.3564	\$ (0.2820)	\$ 0.4932	\$ 1.5676
	Quart	\$ 0.3101	\$ 0.1778	\$ (0.0041)	\$ 0.0264	\$ 0.3095	\$ 0.8197	\$ 0.0289	\$ 0.8486	\$ (0.1410)	\$ 0.2466	\$ 0.9542
	Pint	\$ 0.1551	\$ 0.1320	\$ (0.0021)	\$ 0.0249	\$ 0.1548	\$ 0.4647	\$ 0.0164	\$ 0.4811	\$ (0.0705)	\$ 0.1233	\$ 0.5339
	12 Ounce	\$ 0.1163	\$ 0.0367	\$ (0.0015)	\$ 0.0194	\$ 0.1161	\$ 0.2870	\$ 0.0101	\$ 0.2971	\$ (0.0529)	\$ 0.0925	\$ 0.3367
	10 Ounce	\$ 0.0969	\$ 0.0587	\$ (0.0013)	\$ 0.0139	\$ 0.0967	\$ 0.2649	\$ 0.0093	\$ 0.2742	\$ (0.0441)	\$ 0.0771	\$ 0.3072
	1/2 Pint	\$ 0.0775	\$ 0.0294	\$ (0.0010)	\$ 0.0139	\$ 0.0774	\$ 0.1972	\$ 0.0069	\$ 0.2041	\$ (0.0353)	\$ 0.0617	\$ 0.2305
	4 Ounce	\$ 0.0388	\$ 0.0279	\$ (0.0005)	\$ 0.0200	\$ 0.0387	\$ 0.1249	\$ 0.0044	\$ 0.1293	\$ (0.0177)	\$ 0.0309	\$ 0.1425
	Bulk per Quart	\$ 0.3101	\$ 0.0909	\$ (0.0041)	\$ 0.1078	\$ 0.3095	\$ 0.8142	\$ 0.0287	\$ 0.8429	\$ (0.1410)	\$ 0.2466	\$ 0.9485
<b>NONFAT (SKIM) MILK</b>	Gallon	\$ 1.0632	\$ 0.1804	\$ (0.0164)	\$ (0.0936)	\$ 1.2380	\$ 2.3716	\$ 0.0835	\$ 2.4551	\$ (0.5640)	\$ 0.9864	\$ 2.8775
	1/2 Gallon	\$ 0.5316	\$ 0.1117	\$ (0.0082)	\$ (0.0324)	\$ 0.6190	\$ 1.2217	\$ 0.0430	\$ 1.2647	\$ (0.2820)	\$ 0.4932	\$ 1.4759
	Quart	\$ 0.2658	\$ 0.1778	\$ (0.0041)	\$ 0.0264	\$ 0.3095	\$ 0.7754	\$ 0.0273	\$ 0.8027	\$ (0.1410)	\$ 0.2466	\$ 0.9083
	Pint	\$ 0.1329	\$ 0.1320	\$ (0.0021)	\$ 0.0249	\$ 0.1548	\$ 0.4425	\$ 0.0156	\$ 0.4581	\$ (0.0705)	\$ 0.1233	\$ 0.5109
	12 Ounce	\$ 0.0997	\$ 0.0367	\$ (0.0015)	\$ 0.0194	\$ 0.1161	\$ 0.2704	\$ 0.0095	\$ 0.2799	\$ (0.0529)	\$ 0.0925	\$ 0.3195
	10 Ounce	\$ 0.0831	\$ 0.0587	\$ (0.0013)	\$ 0.0139	\$ 0.0967	\$ 0.2511	\$ 0.0088	\$ 0.2599	\$ (0.0441)	\$ 0.0771	\$ 0.2929
	1/2 Pint	\$ 0.0665	\$ 0.0294	\$ (0.0010)	\$ 0.0139	\$ 0.0774	\$ 0.1862	\$ 0.0066	\$ 0.1928	\$ (0.0353)	\$ 0.0617	\$ 0.2192
	4 Ounce	\$ 0.0332	\$ 0.0279	\$ (0.0005)	\$ 0.0200	\$ 0.0387	\$ 0.1193	\$ 0.0042	\$ 0.1235	\$ (0.0177)	\$ 0.0309	\$ 0.1367
	Bulk per Quart	\$ 0.2658	\$ 0.0909	\$ (0.0041)	\$ 0.1078	\$ 0.3095	\$ 0.7699	\$ 0.0271	\$ 0.7970	\$ (0.1410)	\$ 0.2466	\$ 0.9026

Footnote:  
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0083 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP  
NOVEMBER 2015 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D	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	
<b>FLAVORED MILK</b>	Gallon	\$ 1.9328	\$ 0.1804	\$ (0.0164)	\$ (0.0936)	\$ 1.2380	\$ 3.2412	\$ 0.1141	\$ 3.3553	\$ (0.5640)	\$ 0.9864	\$ 3.7777
	1/2 Gallon	\$ 0.9664	\$ 0.1117	\$ (0.0082)	\$ (0.0324)	\$ 0.6190	\$ 1.6565	\$ 0.0583	\$ 1.7148	\$ (0.2820)	\$ 0.4932	\$ 1.9260
	Quart	\$ 0.4832	\$ 0.1778	\$ (0.0041)	\$ 0.0264	\$ 0.3095	\$ 0.9928	\$ 0.0349	\$ 1.0277	\$ (0.1410)	\$ 0.2466	\$ 1.1333
	Pint	\$ 0.2416	\$ 0.1320	\$ (0.0021)	\$ 0.0249	\$ 0.1548	\$ 0.5512	\$ 0.0194	\$ 0.5706	\$ (0.0705)	\$ 0.1233	\$ 0.6234
	12 Ounce	\$ 0.1812	\$ 0.0367	\$ (0.0015)	\$ 0.0194	\$ 0.1161	\$ 0.3519	\$ 0.0124	\$ 0.3643	\$ (0.0529)	\$ 0.0925	\$ 0.4039
	10 Ounce	\$ 0.1510	\$ 0.0587	\$ (0.0013)	\$ 0.0139	\$ 0.0967	\$ 0.3190	\$ 0.0112	\$ 0.3302	\$ (0.0441)	\$ 0.0771	\$ 0.3632
	1/2 Pint	\$ 0.1208	\$ 0.0294	\$ (0.0010)	\$ 0.0139	\$ 0.0774	\$ 0.2405	\$ 0.0085	\$ 0.2490	\$ (0.0353)	\$ 0.0617	\$ 0.2754
	4 Ounce	\$ 0.0604	\$ 0.0279	\$ (0.0005)	\$ 0.0200	\$ 0.0387	\$ 0.1465	\$ 0.0052	\$ 0.1517	\$ (0.0177)	\$ 0.0309	\$ 0.1649
	Bulk per Quart	\$ 0.4832	\$ 0.0909	\$ (0.0041)	\$ 0.1078	\$ 0.3095	\$ 0.9873	\$ 0.0347	\$ 1.0220	\$ (0.1410)	\$ 0.2466	\$ 1.1276
<b>FLAVORED REDUCED FAT MILK</b>	Gallon	\$ 1.3896	\$ 0.1804	\$ (0.0164)	\$ (0.0936)	\$ 1.2380	\$ 2.6980	\$ 0.0950	\$ 2.7930	\$ (0.5640)	\$ 0.9864	\$ 3.2154
	1/2 Gallon	\$ 0.6948	\$ 0.1117	\$ (0.0082)	\$ (0.0324)	\$ 0.6190	\$ 1.3849	\$ 0.0487	\$ 1.4336	\$ (0.2820)	\$ 0.4932	\$ 1.6448
	Quart	\$ 0.3474	\$ 0.1778	\$ (0.0041)	\$ 0.0264	\$ 0.3095	\$ 0.8570	\$ 0.0302	\$ 0.8872	\$ (0.1410)	\$ 0.2466	\$ 0.9928
	Pint	\$ 0.1737	\$ 0.1320	\$ (0.0021)	\$ 0.0249	\$ 0.1548	\$ 0.4833	\$ 0.0170	\$ 0.5003	\$ (0.0705)	\$ 0.1233	\$ 0.5531
	12 Ounce	\$ 0.1303	\$ 0.0367	\$ (0.0015)	\$ 0.0194	\$ 0.1161	\$ 0.3010	\$ 0.0106	\$ 0.3116	\$ (0.0529)	\$ 0.0925	\$ 0.3512
	10 Ounce	\$ 0.1086	\$ 0.0587	\$ (0.0013)	\$ 0.0139	\$ 0.0967	\$ 0.2766	\$ 0.0097	\$ 0.2863	\$ (0.0441)	\$ 0.0771	\$ 0.3193
	1/2 Pint	\$ 0.0869	\$ 0.0294	\$ (0.0010)	\$ 0.0139	\$ 0.0774	\$ 0.2066	\$ 0.0073	\$ 0.2139	\$ (0.0353)	\$ 0.0617	\$ 0.2403
	4 Ounce	\$ 0.0434	\$ 0.0279	\$ (0.0005)	\$ 0.0200	\$ 0.0387	\$ 0.1295	\$ 0.0046	\$ 0.1341	\$ (0.0177)	\$ 0.0309	\$ 0.1473
	Bulk per Quart	\$ 0.3474	\$ 0.0909	\$ (0.0041)	\$ 0.1078	\$ 0.3095	\$ 0.8515	\$ 0.0300	\$ 0.8815	\$ (0.1410)	\$ 0.2466	\$ 0.9871
<b>FLAVORED NONFAT MILK</b>	Gallon	\$ 1.2328	\$ 0.1804	\$ (0.0164)	\$ (0.0936)	\$ 1.2380	\$ 2.5412	\$ 0.0894	\$ 2.6306	\$ (0.5640)	\$ 0.9864	\$ 3.0530
	1/2 Gallon	\$ 0.6164	\$ 0.1117	\$ (0.0082)	\$ (0.0324)	\$ 0.6190	\$ 1.3065	\$ 0.0460	\$ 1.3525	\$ (0.2820)	\$ 0.4932	\$ 1.5637
	Quart	\$ 0.3082	\$ 0.1778	\$ (0.0041)	\$ 0.0264	\$ 0.3095	\$ 0.8178	\$ 0.0288	\$ 0.8466	\$ (0.1410)	\$ 0.2466	\$ 0.9522
	Pint	\$ 0.1541	\$ 0.1320	\$ (0.0021)	\$ 0.0249	\$ 0.1548	\$ 0.4637	\$ 0.0163	\$ 0.4800	\$ (0.0705)	\$ 0.1233	\$ 0.5328
	12 Ounce	\$ 0.1156	\$ 0.0367	\$ (0.0015)	\$ 0.0194	\$ 0.1161	\$ 0.2863	\$ 0.0101	\$ 0.2964	\$ (0.0529)	\$ 0.0925	\$ 0.3360
	10 Ounce	\$ 0.0963	\$ 0.0587	\$ (0.0013)	\$ 0.0139	\$ 0.0967	\$ 0.2643	\$ 0.0093	\$ 0.2736	\$ (0.0441)	\$ 0.0771	\$ 0.3066
	1/2 Pint	\$ 0.0771	\$ 0.0294	\$ (0.0010)	\$ 0.0139	\$ 0.0774	\$ 0.1968	\$ 0.0069	\$ 0.2037	\$ (0.0353)	\$ 0.0617	\$ 0.2301
	4 Ounce	\$ 0.0385	\$ 0.0279	\$ (0.0005)	\$ 0.0200	\$ 0.0387	\$ 0.1246	\$ 0.0044	\$ 0.1290	\$ (0.0177)	\$ 0.0309	\$ 0.1422
	Bulk per Quart	\$ 0.3082	\$ 0.0909	\$ (0.0041)	\$ 0.1078	\$ 0.3095	\$ 0.8123	\$ 0.0286	\$ 0.8409	\$ (0.1410)	\$ 0.2466	\$ 0.9465
<b>BUTTERMILK</b>	Gallon	\$ 1.5473	\$ 0.1804	\$ (0.0164)	\$ (0.0936)	\$ 1.2380	\$ 2.8557	\$ 0.1005	\$ 2.9562	\$ (0.5640)	\$ 0.9864	\$ 3.3786
	1/2 Gallon	\$ 0.7736	\$ 0.1117	\$ (0.0082)	\$ (0.0324)	\$ 0.6190	\$ 1.4637	\$ 0.0515	\$ 1.5152	\$ (0.2820)	\$ 0.4932	\$ 1.7264
	Quart	\$ 0.3868	\$ 0.1778	\$ (0.0041)	\$ 0.0264	\$ 0.3095	\$ 0.8964	\$ 0.0316	\$ 0.9280	\$ (0.1410)	\$ 0.2466	\$ 1.0336
	Pint	\$ 0.1934	\$ 0.1320	\$ (0.0021)	\$ 0.0249	\$ 0.1548	\$ 0.5030	\$ 0.0177	\$ 0.5207	\$ (0.0705)	\$ 0.1233	\$ 0.5735
	12 Ounce	\$ 0.1451	\$ 0.0367	\$ (0.0015)	\$ 0.0194	\$ 0.1161	\$ 0.3158	\$ 0.0111	\$ 0.3269	\$ (0.0529)	\$ 0.0925	\$ 0.3665
	10 Ounce	\$ 0.1209	\$ 0.0587	\$ (0.0013)	\$ 0.0139	\$ 0.0967	\$ 0.2889	\$ 0.0102	\$ 0.2991	\$ (0.0441)	\$ 0.0771	\$ 0.3321
	1/2 Pint	\$ 0.0967	\$ 0.0294	\$ (0.0010)	\$ 0.0139	\$ 0.0774	\$ 0.2164	\$ 0.0076	\$ 0.2240	\$ (0.0353)	\$ 0.0617	\$ 0.2504
	4 Ounce	\$ 0.0484	\$ 0.0279	\$ (0.0005)	\$ 0.0200	\$ 0.0387	\$ 0.1345	\$ 0.0047	\$ 0.1392	\$ (0.0177)	\$ 0.0309	\$ 0.1524
	Bulk per Quart	\$ 0.3868	\$ 0.0909	\$ (0.0041)	\$ 0.1078	\$ 0.3095	\$ 0.8909	\$ 0.0314	\$ 0.9223	\$ (0.1410)	\$ 0.2466	\$ 1.0279

Footnote:  
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0083 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP  
NOVEMBER 2015 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D	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	
<b>EGG NOG</b>	<b>Gallon</b>	\$ 3.2736	\$ 0.1804	\$ (0.0164)	\$ (0.0936)	\$ 1.2380	\$ 4.5820	\$ 0.1613	\$ 4.7433	\$ (0.5640)	\$ 0.9864	\$ 5.1657
	<b>1/2 Gallon</b>	\$ 1.6368	\$ 0.1117	\$ (0.0082)	\$ (0.0324)	\$ 0.6190	\$ 2.3269	\$ 0.0819	\$ 2.4088	\$ (0.2820)	\$ 0.4932	\$ 2.6200
	<b>Quart</b>	\$ 0.8184	\$ 0.1778	\$ (0.0041)	\$ 0.0264	\$ 0.3095	\$ 1.3280	\$ 0.0467	\$ 1.3747	\$ (0.1410)	\$ 0.2466	\$ 1.4803
	<b>Pint</b>	\$ 0.4092	\$ 0.1320	\$ (0.0021)	\$ 0.0249	\$ 0.1548	\$ 0.7188	\$ 0.0253	\$ 0.7441	\$ (0.0705)	\$ 0.1233	\$ 0.7969
	<b>12 Ounce</b>	\$ 0.3069	\$ 0.0367	\$ (0.0015)	\$ 0.0194	\$ 0.1161	\$ 0.4776	\$ 0.0168	\$ 0.4944	\$ (0.0529)	\$ 0.0925	\$ 0.5340
	<b>10 Ounce</b>	\$ 0.2558	\$ 0.0587	\$ (0.0013)	\$ 0.0139	\$ 0.0967	\$ 0.4238	\$ 0.0149	\$ 0.4387	\$ (0.0441)	\$ 0.0771	\$ 0.4717
	<b>1/2 Pint</b>	\$ 0.2046	\$ 0.0294	\$ (0.0010)	\$ 0.0139	\$ 0.0774	\$ 0.3243	\$ 0.0114	\$ 0.3357	\$ (0.0353)	\$ 0.0617	\$ 0.3621
	<b>4 Ounce</b>	\$ 0.1023	\$ 0.0279	\$ (0.0005)	\$ 0.0200	\$ 0.0387	\$ 0.1884	\$ 0.0066	\$ 0.1950	\$ (0.0177)	\$ 0.0309	\$ 0.2082
	<b>Bulk per Quart</b>	\$ 0.8184	\$ 0.0909	\$ (0.0041)	\$ 0.1078	\$ 0.3095	\$ 1.3225	\$ 0.0465	\$ 1.3690	\$ (0.1410)	\$ 0.2466	\$ 1.4746

Footnote:  
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0083 per quart equivalent.

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

**RETAIL PRICE BUILDUP  
NOVEMBER 2015 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1383	2.7% Store Profit	Proposed Retail Price	
<b>STANDARD (WHOLE) MILK</b>	Gallon	\$ 3.6384	\$ (0.4548)	\$ 0.5532	\$ 0.1037	\$ 3.84
	1/2 Gallon	\$ 1.8563	\$ (0.2320)	\$ 0.2766	\$ 0.0527	\$ 1.95
	Quart	\$ 1.0986	\$ (0.1373)	\$ 0.1383	\$ 0.0305	\$ 1.13
	Pint	\$ 0.6060	\$ (0.0758)	\$ 0.0692	\$ 0.0166	\$ 0.62
	12 Ounce	\$ 0.3908	\$ (0.0489)	\$ 0.0519	\$ 0.0109	\$ 0.40
	10 Ounce	\$ 0.3524	\$ (0.0441)	\$ 0.0432	\$ 0.0098	\$ 0.36
	1/2 Pint	\$ 0.2667	\$ (0.0333)	\$ 0.0346	\$ 0.0074	\$ 0.28
	4 Ounce	\$ 0.1605	\$ (0.0201)	\$ 0.0173	\$ 0.0044	\$ 0.17
	Bulk per Quart	\$ 1.0929	\$ (0.1366)	\$ 0.1383	\$ 0.0304	\$ 1.13
<b>REDUCED FAT (2%) MILK</b>	Gallon	\$ 3.3099	\$ (0.4137)	\$ 0.5532	\$ 0.0957	\$ 3.55
	1/2 Gallon	\$ 1.6922	\$ (0.2115)	\$ 0.2766	\$ 0.0488	\$ 1.81
	Quart	\$ 1.0164	\$ (0.1271)	\$ 0.1383	\$ 0.0285	\$ 1.06
	Pint	\$ 0.5649	\$ (0.0706)	\$ 0.0692	\$ 0.0156	\$ 0.58
	12 Ounce	\$ 0.3597	\$ (0.0450)	\$ 0.0519	\$ 0.0102	\$ 0.38
	10 Ounce	\$ 0.3267	\$ (0.0408)	\$ 0.0432	\$ 0.0091	\$ 0.34
	1/2 Pint	\$ 0.2462	\$ (0.0308)	\$ 0.0346	\$ 0.0069	\$ 0.26
	4 Ounce	\$ 0.1503	\$ (0.0188)	\$ 0.0173	\$ 0.0041	\$ 0.16
	Bulk per Quart	\$ 1.0107	\$ (0.1263)	\$ 0.1383	\$ 0.0284	\$ 1.05
<b>LOWFAT (1%) MILK</b>	Gallon	\$ 3.0609	\$ (0.3826)	\$ 0.5532	\$ 0.0897	\$ 3.32
	1/2 Gallon	\$ 1.5676	\$ (0.1960)	\$ 0.2766	\$ 0.0457	\$ 1.69
	Quart	\$ 0.9542	\$ (0.1193)	\$ 0.1383	\$ 0.0270	\$ 1.00
	Pint	\$ 0.5339	\$ (0.0667)	\$ 0.0692	\$ 0.0149	\$ 0.55
	12 Ounce	\$ 0.3367	\$ (0.0421)	\$ 0.0519	\$ 0.0096	\$ 0.36
	10 Ounce	\$ 0.3072	\$ (0.0384)	\$ 0.0432	\$ 0.0087	\$ 0.32
	1/2 Pint	\$ 0.2305	\$ (0.0288)	\$ 0.0346	\$ 0.0066	\$ 0.24
	4 Ounce	\$ 0.1425	\$ (0.0178)	\$ 0.0173	\$ 0.0039	\$ 0.15
	Bulk per Quart	\$ 0.9485	\$ (0.1186)	\$ 0.1383	\$ 0.0269	\$ 1.00
<b>NONFAT (SKIM) MILK</b>	Gallon	\$ 2.8775	\$ (0.3597)	\$ 0.5532	\$ 0.0852	\$ 3.16
	1/2 Gallon	\$ 1.4759	\$ (0.1845)	\$ 0.2766	\$ 0.0435	\$ 1.61
	Quart	\$ 0.9083	\$ (0.1135)	\$ 0.1383	\$ 0.0259	\$ 0.96
	Pint	\$ 0.5109	\$ (0.0639)	\$ 0.0692	\$ 0.0143	\$ 0.53
	12 Ounce	\$ 0.3195	\$ (0.0399)	\$ 0.0519	\$ 0.0092	\$ 0.34
	10 Ounce	\$ 0.2929	\$ (0.0366)	\$ 0.0432	\$ 0.0083	\$ 0.31
	1/2 Pint	\$ 0.2192	\$ (0.0274)	\$ 0.0346	\$ 0.0063	\$ 0.23
	4 Ounce	\$ 0.1367	\$ (0.0171)	\$ 0.0173	\$ 0.0038	\$ 0.14
	Bulk per Quart	\$ 0.9026	\$ (0.1128)	\$ 0.1383	\$ 0.0258	\$ 0.95

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

**RETAIL PRICE BUILDUP**  
**NOVEMBER 2015 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1383	2.7% Store Profit	Proposed Retail Price	
FLAVORED MILK	Gallon	\$ 3.7777	\$ (0.4722)	\$ 0.5532	\$ 0.1071	\$ 3.97
	1/2 Gallon	\$ 1.9260	\$ (0.2408)	\$ 0.2766	\$ 0.0544	\$ 2.02
	Quart	\$ 1.1333	\$ (0.1417)	\$ 0.1383	\$ 0.0314	\$ 1.16
	Pint	\$ 0.6234	\$ (0.0779)	\$ 0.0692	\$ 0.0171	\$ 0.63
	12 Ounce	\$ 0.4039	\$ (0.0505)	\$ 0.0519	\$ 0.0112	\$ 0.42
	10 Ounce	\$ 0.3632	\$ (0.0454)	\$ 0.0432	\$ 0.0100	\$ 0.37
	1/2 Pint	\$ 0.2754	\$ (0.0344)	\$ 0.0346	\$ 0.0076	\$ 0.28
	4 Ounce	\$ 0.1649	\$ (0.0206)	\$ 0.0173	\$ 0.0045	\$ 0.17
	Bulk per Quart	\$ 1.1276	\$ (0.1410)	\$ 0.1383	\$ 0.0312	\$ 1.16
FLAVORED REDUCED FAT MILK	Gallon	\$ 3.2154	\$ (0.4019)	\$ 0.5532	\$ 0.0934	\$ 3.46
	1/2 Gallon	\$ 1.6448	\$ (0.2056)	\$ 0.2766	\$ 0.0476	\$ 1.76
	Quart	\$ 0.9928	\$ (0.1241)	\$ 0.1383	\$ 0.0279	\$ 1.03
	Pint	\$ 0.5531	\$ (0.0691)	\$ 0.0692	\$ 0.0154	\$ 0.57
	12 Ounce	\$ 0.3512	\$ (0.0439)	\$ 0.0519	\$ 0.0100	\$ 0.37
	10 Ounce	\$ 0.3193	\$ (0.0399)	\$ 0.0432	\$ 0.0090	\$ 0.33
	1/2 Pint	\$ 0.2403	\$ (0.0300)	\$ 0.0346	\$ 0.0068	\$ 0.25
	4 Ounce	\$ 0.1473	\$ (0.0184)	\$ 0.0173	\$ 0.0041	\$ 0.15
	Bulk per Quart	\$ 0.9871	\$ (0.1234)	\$ 0.1383	\$ 0.0278	\$ 1.03
FLAVORED NONFAT MILK	Gallon	\$ 3.0530	\$ (0.3816)	\$ 0.5532	\$ 0.0895	\$ 3.31
	1/2 Gallon	\$ 1.5637	\$ (0.1955)	\$ 0.2766	\$ 0.0456	\$ 1.69
	Quart	\$ 0.9522	\$ (0.1190)	\$ 0.1383	\$ 0.0270	\$ 1.00
	Pint	\$ 0.5328	\$ (0.0666)	\$ 0.0692	\$ 0.0149	\$ 0.55
	12 Ounce	\$ 0.3360	\$ (0.0420)	\$ 0.0519	\$ 0.0096	\$ 0.36
	10 Ounce	\$ 0.3066	\$ (0.0383)	\$ 0.0432	\$ 0.0086	\$ 0.32
	1/2 Pint	\$ 0.2301	\$ (0.0288)	\$ 0.0346	\$ 0.0065	\$ 0.24
	4 Ounce	\$ 0.1422	\$ (0.0178)	\$ 0.0173	\$ 0.0039	\$ 0.15
	Bulk per Quart	\$ 0.9465	\$ (0.1183)	\$ 0.1383	\$ 0.0268	\$ 0.99
BUTTERMILK	Gallon	\$ 3.3786	\$ (0.4223)	\$ 0.5532	\$ 0.0974	\$ 3.61
	1/2 Gallon	\$ 1.7264	\$ (0.2158)	\$ 0.2766	\$ 0.0496	\$ 1.84
	Quart	\$ 1.0336	\$ (0.1292)	\$ 0.1383	\$ 0.0289	\$ 1.07
	Pint	\$ 0.5735	\$ (0.0717)	\$ 0.0692	\$ 0.0158	\$ 0.59
	12 Ounce	\$ 0.3665	\$ (0.0458)	\$ 0.0519	\$ 0.0103	\$ 0.38
	10 Ounce	\$ 0.3321	\$ (0.0415)	\$ 0.0432	\$ 0.0093	\$ 0.34
	1/2 Pint	\$ 0.2504	\$ (0.0313)	\$ 0.0346	\$ 0.0070	\$ 0.26
	4 Ounce	\$ 0.1524	\$ (0.0191)	\$ 0.0173	\$ 0.0042	\$ 0.16
	Bulk per Quart	\$ 1.0279	\$ (0.1285)	\$ 0.1383	\$ 0.0288	\$ 1.07

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

**RETAIL PRICE BUILDUP  
NOVEMBER 2015 MILK PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1383	2.7% Store Profit	Proposed Retail Price

EGG NOG	Gallon	\$ 5.1657	\$ (0.6457)	\$ 0.5532	\$ 0.1408	\$ 5.21
	1/2 Gallon	\$ 2.6200	\$ (0.3275)	\$ 0.2766	\$ 0.0713	\$ 2.64
	Quart	\$ 1.4803	\$ (0.1850)	\$ 0.1383	\$ 0.0398	\$ 1.49
	Pint	\$ 0.7969	\$ (0.0996)	\$ 0.0692	\$ 0.0213	\$ 0.81
	12 Ounce	\$ 0.5340	\$ (0.0668)	\$ 0.0519	\$ 0.0144	\$ 0.54
	10 Ounce	\$ 0.4717	\$ (0.0590)	\$ 0.0432	\$ 0.0127	\$ 0.48
	1/2 Pint	\$ 0.3621	\$ (0.0453)	\$ 0.0346	\$ 0.0098	\$ 0.37
	4 Ounce	\$ 0.2082	\$ (0.0260)	\$ 0.0173	\$ 0.0055	\$ 0.21
	Bulk per Quart	\$ 1.4746	\$ (0.1843)	\$ 0.1383	\$ 0.0396	\$ 1.48