



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General
Order No. A-956 (CRO 8)

Posted: February 6, 2018
Effective: March 1, 2018

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

NOW, this 6th day of February 2018, 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 March 1, 2018.

**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 7) 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 7) not inconsistent with Section B of this order continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

Luke F. Brubaker, Chairman

Lynda J. Bowman, Consumer Member

James A. Van Blarcom, Member

Date: February 6, 2018

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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 January 3, 2018, 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 47 Pennsylvania Bulletin 7154 on November 18, 2017. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1537, dated November 7, 2017. 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 Valley Farms Dairy, and Ritchey’s Dairy.

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 industry cost accounting and regulation. Both Mr. Gojsovich and Mr. Herbein testified that the cross-section dealers incurred a cost of \$0.3063 per point for processing, packaging, and delivering milk in 2016. Based on this uncontradicted testimony, the Board finds that the cross section dealers incurred a cost of \$0.3063 per point for processing, packaging, and delivery, and further finds that \$0.3063 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Herbein testified to the following 2017 ingredient costs, based on year 2016 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0007/lb; Flavored Milk - \$0.0368/lb; Flavored Reduced Fat Milk - \$0.0369/lb; Flavored Non-Fat Milk - \$0.0353; Buttermilk - \$0.0226/lb; Egg Nog - \$0.1982/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 \$0.0052 per point between the first halves of 2016 and 2017. The Board finds that \$0.0052 per point should be used in this order.

8. Mr. Gojsovich and Mr. Herbein 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. Herbein 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. Herbein testified that the cost of shrinkage and sales of bulk products for year 2016 was \$0.0074 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 \$0.0074 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 (combined) - \$0.1963; Half Gallon (combined) - \$0.1350; Quart (combined) - \$0.2193; Pint (combined) - \$0.1465; Half Pint (paper) - \$0.0292; Half Pint (plastic) - \$0.0532; 12 Ounce - \$0.0367; 10 Ounce - \$0.0587; 4 Ounce - \$0.0272; Bulk Per Quart (Dispenser) - \$0.0584. 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 \$0.0240 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 cost accounting. 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 January 3, 2018, 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 January 3, 2018, 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

Luke F. Brubaker, Chairman

Lynda J. Bowman, Consumer Member

James A. Van Blarcom, Member

Date: February 6, 2018

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

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2016 to OCTOBER 2017

1. Weighted Diesel Fuel Costs - YEAR 2016	\$	1,370,381
2. Average On-Highway Diesel Price per Gallon - YEAR 2016 ⁽¹⁾	\$	2.437
3. On-Highway Diesel Price per Gallon - OCTOBER 2017 ⁽¹⁾	\$	2.928
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		20.15%
5. Presumed Diesel Fuel Costs - OCTOBER 2017 ((Line 1 X Line 4) + Line 1)	\$	<u>1,646,513</u>
6. Change in Diesel Fuel Costs from YEAR 2016 to OCTOBER 2017 (Line 5 - Line 1)	\$	276,132
7. Weighted Delivery Points - YEAR 2016		<u>92,829,066</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0030</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 2016 to AUGUST 2017

1. Weighted Heating Fuel Costs - YEAR 2016	\$	153,460
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2016 ⁽¹⁾	\$	7.70
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2017 ⁽¹⁾	\$	9.32
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		21.04%
5. Presumed Heating Fuel Costs - AUGUST 2017 ((Line 1 X Line 4) + Line 1)	<u>\$</u>	<u>185,748</u>
6. Change in Heating Fuel Costs from YEAR 2016 to AUGUST 2017 (Line 5 - Line 1)	\$	32,288
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2016		<u>86,158,825</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$</u>	<u>0.0004</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>

**MILK COSTS BEFORE PACKAGING
DECEMBER 2017 MILK COST**

	Class I
Skim Rate	\$ 13.02
Butterfat Rate	\$ 2.6280

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat		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)								
	Pounds	Test (%)									
Standard (Whole) Milk	26,387,236	860,693	3.2618%	25,526,543	\$ 2,261,901	\$ 3,323,556	\$ 5,585,457	\$ 0.2117	\$ -	\$ 0.0074	\$ 0.2191
Reduced Fat (2%) Milk	35,916,796	692,505	1.9281%	35,224,291	\$ 1,819,903	\$ 4,586,203	\$ 6,406,106	\$ 0.1784	\$ 0.0001	\$ 0.0074	\$ 0.1859
Low Fat (1%) Milk	14,852,786	142,747	0.9611%	14,710,039	\$ 375,139	\$ 1,915,247	\$ 2,290,386	\$ 0.1542	\$ 0.0001	\$ 0.0074	\$ 0.1617
Non Fat (Skim) Milk	12,255,596	16,776	0.1369%	12,238,820	\$ 44,087	\$ 1,593,494	\$ 1,637,581	\$ 0.1336	\$ 0.0007	\$ 0.0074	\$ 0.1417
Flavored Milk	8,615,683	281,138	3.2631%	8,334,545	\$ 738,831	\$ 1,085,158	\$ 1,823,989	\$ 0.2117	\$ 0.0368	\$ 0.0074	\$ 0.2559
Flavored Reduced Fat Milk	4,551,452	52,613	1.1560%	4,498,839	\$ 138,267	\$ 585,749	\$ 724,016	\$ 0.1591	\$ 0.0369	\$ 0.0074	\$ 0.2034
Flavored NONFAT Milk	5,879,676	8,754	0.1489%	5,870,922	\$ 23,006	\$ 764,394	\$ 787,400	\$ 0.1339	\$ 0.0353	\$ 0.0074	\$ 0.1766
Buttermilk	501,508	4,975	0.9920%	496,533	\$ 13,074	\$ 64,649	\$ 77,723	\$ 0.1550	\$ 0.0226	\$ 0.0074	\$ 0.1850
Egg Nog	149,250	9,416	6.3089%	139,834	\$ 24,745	\$ 18,206	\$ 42,951	\$ 0.2878	\$ 0.1982	\$ 0.0074	\$ 0.4934

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2017 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	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	
STANDARD (WHOLE) MILK	GALLON	\$ 1.8843	\$ 0.2008	\$ 0.0340	\$ (0.0936)	\$ 1.2252	\$ 3.2507	\$ 0.1144	\$ 3.3651	\$ (0.5640)	\$ 0.9864	\$ 3.7875
	1/2 GALLON	\$ 0.9421	\$ 0.1441	\$ 0.0170	\$ (0.0324)	\$ 0.6126	\$ 1.6834	\$ 0.0593	\$ 1.7427	\$ (0.2820)	\$ 0.4932	\$ 1.9539
	QUART	\$ 0.4711	\$ 0.2209	\$ 0.0085	\$ 0.0264	\$ 0.3063	\$ 1.0332	\$ 0.0364	\$ 1.0696	\$ (0.1410)	\$ 0.2466	\$ 1.1752
	PINT	\$ 0.2355	\$ 0.1468	\$ 0.0043	\$ 0.0249	\$ 0.1532	\$ 0.5647	\$ 0.0199	\$ 0.5846	\$ (0.0705)	\$ 0.1233	\$ 0.6374
	12 OUNCE	\$ 0.1766	\$ 0.0367	\$ 0.0032	\$ 0.0194	\$ 0.1149	\$ 0.3508	\$ 0.0123	\$ 0.3631	\$ (0.0529)	\$ 0.0925	\$ 0.4027
	10 OUNCE	\$ 0.1472	\$ 0.0587	\$ 0.0027	\$ 0.0139	\$ 0.0957	\$ 0.3182	\$ 0.0112	\$ 0.3294	\$ (0.0441)	\$ 0.0771	\$ 0.3624
	1/2 PINT	\$ 0.1178	\$ 0.0300	\$ 0.0021	\$ 0.0139	\$ 0.0766	\$ 0.2404	\$ 0.0085	\$ 0.2489	\$ (0.0353)	\$ 0.0617	\$ 0.2753
	4 OUNCE	\$ 0.0589	\$ 0.0276	\$ 0.0011	\$ 0.0200	\$ 0.0383	\$ 0.1459	\$ 0.0051	\$ 0.1510	\$ (0.0177)	\$ 0.0309	\$ 0.1642
	Bulk per Quart	\$ 0.4711	\$ 0.0592	\$ 0.0085	\$ 0.1078	\$ 0.3063	\$ 0.9529	\$ 0.0335	\$ 0.9864	\$ (0.1410)	\$ 0.2466	\$ 1.0920
REDUCED FAT (2%) MILK	GALLON	\$ 1.6025	\$ 0.2008	\$ 0.0340	\$ (0.0936)	\$ 1.2252	\$ 2.9689	\$ 0.1045	\$ 3.0734	\$ (0.5640)	\$ 0.9864	\$ 3.4958
	1/2 GALLON	\$ 0.8012	\$ 0.1441	\$ 0.0170	\$ (0.0324)	\$ 0.6126	\$ 1.5425	\$ 0.0543	\$ 1.5968	\$ (0.2820)	\$ 0.4932	\$ 1.8080
	QUART	\$ 0.4006	\$ 0.2209	\$ 0.0085	\$ 0.0264	\$ 0.3063	\$ 0.9627	\$ 0.0339	\$ 0.9966	\$ (0.1410)	\$ 0.2466	\$ 1.1022
	PINT	\$ 0.2003	\$ 0.1468	\$ 0.0043	\$ 0.0249	\$ 0.1532	\$ 0.5295	\$ 0.0186	\$ 0.5481	\$ (0.0705)	\$ 0.1233	\$ 0.6009
	12 OUNCE	\$ 0.1499	\$ 0.0367	\$ 0.0032	\$ 0.0194	\$ 0.1149	\$ 0.3241	\$ 0.0114	\$ 0.3355	\$ (0.0529)	\$ 0.0925	\$ 0.3751
	10 OUNCE	\$ 0.1252	\$ 0.0587	\$ 0.0027	\$ 0.0139	\$ 0.0957	\$ 0.2962	\$ 0.0104	\$ 0.3066	\$ (0.0441)	\$ 0.0771	\$ 0.3396
	1/2 PINT	\$ 0.1002	\$ 0.0300	\$ 0.0021	\$ 0.0139	\$ 0.0766	\$ 0.2228	\$ 0.0078	\$ 0.2306	\$ (0.0353)	\$ 0.0617	\$ 0.2570
	4 OUNCE	\$ 0.0501	\$ 0.0276	\$ 0.0011	\$ 0.0200	\$ 0.0383	\$ 0.1371	\$ 0.0048	\$ 0.1419	\$ (0.0177)	\$ 0.0309	\$ 0.1551
	Bulk per Quart	\$ 0.4006	\$ 0.0592	\$ 0.0085	\$ 0.1078	\$ 0.3063	\$ 0.8824	\$ 0.0311	\$ 0.9135	\$ (0.1410)	\$ 0.2466	\$ 1.0191
LOWFAT (1%) MILK	GALLON	\$ 1.3939	\$ 0.2008	\$ 0.0340	\$ (0.0936)	\$ 1.2252	\$ 2.7603	\$ 0.0972	\$ 2.8575	\$ (0.5640)	\$ 0.9864	\$ 3.2799
	1/2 GALLON	\$ 0.6969	\$ 0.1441	\$ 0.0170	\$ (0.0324)	\$ 0.6126	\$ 1.4382	\$ 0.0506	\$ 1.4888	\$ (0.2820)	\$ 0.4932	\$ 1.7000
	QUART	\$ 0.3485	\$ 0.2209	\$ 0.0085	\$ 0.0264	\$ 0.3063	\$ 0.9106	\$ 0.0321	\$ 0.9427	\$ (0.1410)	\$ 0.2466	\$ 1.0483
	PINT	\$ 0.1742	\$ 0.1468	\$ 0.0043	\$ 0.0249	\$ 0.1532	\$ 0.5034	\$ 0.0177	\$ 0.5211	\$ (0.0705)	\$ 0.1233	\$ 0.5739
	12 OUNCE	\$ 0.1307	\$ 0.0367	\$ 0.0032	\$ 0.0194	\$ 0.1149	\$ 0.3049	\$ 0.0107	\$ 0.3156	\$ (0.0529)	\$ 0.0925	\$ 0.3552
	10 OUNCE	\$ 0.1089	\$ 0.0587	\$ 0.0027	\$ 0.0139	\$ 0.0957	\$ 0.2799	\$ 0.0099	\$ 0.2898	\$ (0.0441)	\$ 0.0771	\$ 0.3228
	1/2 PINT	\$ 0.0871	\$ 0.0300	\$ 0.0021	\$ 0.0139	\$ 0.0766	\$ 0.2097	\$ 0.0074	\$ 0.2171	\$ (0.0353)	\$ 0.0617	\$ 0.2435
	4 OUNCE	\$ 0.0436	\$ 0.0276	\$ 0.0011	\$ 0.0200	\$ 0.0383	\$ 0.1306	\$ 0.0046	\$ 0.1352	\$ (0.0177)	\$ 0.0309	\$ 0.1484
	Bulk per Quart	\$ 0.3485	\$ 0.0592	\$ 0.0085	\$ 0.1078	\$ 0.3063	\$ 0.8303	\$ 0.0292	\$ 0.8595	\$ (0.1410)	\$ 0.2466	\$ 0.9651
NONFAT (SKIM) MILK	GALLON	\$ 1.2229	\$ 0.2008	\$ 0.0340	\$ (0.0936)	\$ 1.2252	\$ 2.5893	\$ 0.0911	\$ 2.6804	\$ (0.5640)	\$ 0.9864	\$ 3.1028
	1/2 GALLON	\$ 0.6114	\$ 0.1441	\$ 0.0170	\$ (0.0324)	\$ 0.6126	\$ 1.3527	\$ 0.0476	\$ 1.4003	\$ (0.2820)	\$ 0.4932	\$ 1.6115
	QUART	\$ 0.3057	\$ 0.2209	\$ 0.0085	\$ 0.0264	\$ 0.3063	\$ 0.8678	\$ 0.0305	\$ 0.8983	\$ (0.1410)	\$ 0.2466	\$ 1.0039
	PINT	\$ 0.1529	\$ 0.1468	\$ 0.0043	\$ 0.0249	\$ 0.1532	\$ 0.4821	\$ 0.0170	\$ 0.4991	\$ (0.0705)	\$ 0.1233	\$ 0.5519
	12 OUNCE	\$ 0.1146	\$ 0.0367	\$ 0.0032	\$ 0.0194	\$ 0.1149	\$ 0.2888	\$ 0.0102	\$ 0.2990	\$ (0.0529)	\$ 0.0925	\$ 0.3386
	10 OUNCE	\$ 0.0955	\$ 0.0587	\$ 0.0027	\$ 0.0139	\$ 0.0957	\$ 0.2665	\$ 0.0094	\$ 0.2759	\$ (0.0441)	\$ 0.0771	\$ 0.3089
	1/2 PINT	\$ 0.0764	\$ 0.0300	\$ 0.0021	\$ 0.0139	\$ 0.0766	\$ 0.1990	\$ 0.0070	\$ 0.2060	\$ (0.0353)	\$ 0.0617	\$ 0.2324
	4 OUNCE	\$ 0.0382	\$ 0.0276	\$ 0.0011	\$ 0.0200	\$ 0.0383	\$ 0.1252	\$ 0.0044	\$ 0.1296	\$ (0.0177)	\$ 0.0309	\$ 0.1428
	Bulk per Quart	\$ 0.3057	\$ 0.0592	\$ 0.0085	\$ 0.1078	\$ 0.3063	\$ 0.7875	\$ 0.0277	\$ 0.8152	\$ (0.1410)	\$ 0.2466	\$ 0.9208

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0001 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2017 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	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	
FLAVORED MILK	GALLON	\$ 2.0472	\$ 0.2008	\$ 0.0340	\$ (0.0936)	\$ 1.2252	\$ 3.4136	\$ 0.1201	\$ 3.5337	\$ (0.5640)	\$ 0.9864	\$ 3.9561
	1/2 GALLON	\$ 1.0236	\$ 0.1441	\$ 0.0170	\$ (0.0324)	\$ 0.6126	\$ 1.7649	\$ 0.0621	\$ 1.8270	\$ (0.2820)	\$ 0.4932	\$ 2.0382
	QUART	\$ 0.5118	\$ 0.2209	\$ 0.0085	\$ 0.0264	\$ 0.3063	\$ 1.0739	\$ 0.0378	\$ 1.1117	\$ (0.1410)	\$ 0.2466	\$ 1.2173
	PINT	\$ 0.2559	\$ 0.1468	\$ 0.0043	\$ 0.0249	\$ 0.1532	\$ 0.5851	\$ 0.0206	\$ 0.6057	\$ (0.0705)	\$ 0.1233	\$ 0.6585
	12 OUNCE	\$ 0.1919	\$ 0.0367	\$ 0.0032	\$ 0.0194	\$ 0.1149	\$ 0.3661	\$ 0.0129	\$ 0.3790	\$ (0.0529)	\$ 0.0925	\$ 0.4186
	10 OUNCE	\$ 0.1599	\$ 0.0587	\$ 0.0027	\$ 0.0139	\$ 0.0957	\$ 0.3309	\$ 0.0116	\$ 0.3425	\$ (0.0441)	\$ 0.0771	\$ 0.3755
	1/2 PINT	\$ 0.1280	\$ 0.0300	\$ 0.0021	\$ 0.0139	\$ 0.0766	\$ 0.2506	\$ 0.0088	\$ 0.2594	\$ (0.0353)	\$ 0.0617	\$ 0.2858
	4 OUNCE	\$ 0.0640	\$ 0.0276	\$ 0.0011	\$ 0.0200	\$ 0.0383	\$ 0.1510	\$ 0.0053	\$ 0.1563	\$ (0.0177)	\$ 0.0309	\$ 0.1695
	Bulk per Quart	\$ 0.5118	\$ 0.0592	\$ 0.0085	\$ 0.1078	\$ 0.3063	\$ 0.9936	\$ 0.0350	\$ 1.0286	\$ (0.1410)	\$ 0.2466	\$ 1.1342
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.6272	\$ 0.2008	\$ 0.0340	\$ (0.0936)	\$ 1.2252	\$ 2.9936	\$ 0.1054	\$ 3.0990	\$ (0.5640)	\$ 0.9864	\$ 3.5214
	1/2 GALLON	\$ 0.8136	\$ 0.1441	\$ 0.0170	\$ (0.0324)	\$ 0.6126	\$ 1.5549	\$ 0.0547	\$ 1.6096	\$ (0.2820)	\$ 0.4932	\$ 1.8208
	QUART	\$ 0.4068	\$ 0.2209	\$ 0.0085	\$ 0.0264	\$ 0.3063	\$ 0.9689	\$ 0.0341	\$ 1.0030	\$ (0.1410)	\$ 0.2466	\$ 1.1086
	PINT	\$ 0.2034	\$ 0.1468	\$ 0.0043	\$ 0.0249	\$ 0.1532	\$ 0.5326	\$ 0.0187	\$ 0.5513	\$ (0.0705)	\$ 0.1233	\$ 0.6041
	12 OUNCE	\$ 0.1526	\$ 0.0367	\$ 0.0032	\$ 0.0194	\$ 0.1149	\$ 0.3268	\$ 0.0115	\$ 0.3383	\$ (0.0529)	\$ 0.0925	\$ 0.3779
	10 OUNCE	\$ 0.1271	\$ 0.0587	\$ 0.0027	\$ 0.0139	\$ 0.0957	\$ 0.2981	\$ 0.0105	\$ 0.3086	\$ (0.0441)	\$ 0.0771	\$ 0.3416
	1/2 PINT	\$ 0.1017	\$ 0.0300	\$ 0.0021	\$ 0.0139	\$ 0.0766	\$ 0.2243	\$ 0.0079	\$ 0.2322	\$ (0.0353)	\$ 0.0617	\$ 0.2586
	4 OUNCE	\$ 0.0509	\$ 0.0276	\$ 0.0011	\$ 0.0200	\$ 0.0383	\$ 0.1379	\$ 0.0049	\$ 0.1428	\$ (0.0177)	\$ 0.0309	\$ 0.1560
	Bulk per Quart	\$ 0.4068	\$ 0.0592	\$ 0.0085	\$ 0.1078	\$ 0.3063	\$ 0.8886	\$ 0.0313	\$ 0.9199	\$ (0.1410)	\$ 0.2466	\$ 1.0255
FLAVORED NONFAT MILK	GALLON	\$ 1.4128	\$ 0.2008	\$ 0.0340	\$ (0.0936)	\$ 1.2252	\$ 2.7792	\$ 0.0978	\$ 2.8770	\$ (0.5640)	\$ 0.9864	\$ 3.2994
	1/2 GALLON	\$ 0.7064	\$ 0.1441	\$ 0.0170	\$ (0.0324)	\$ 0.6126	\$ 1.4477	\$ 0.0510	\$ 1.4987	\$ (0.2820)	\$ 0.4932	\$ 1.7099
	QUART	\$ 0.3532	\$ 0.2209	\$ 0.0085	\$ 0.0264	\$ 0.3063	\$ 0.9153	\$ 0.0322	\$ 0.9475	\$ (0.1410)	\$ 0.2466	\$ 1.0531
	PINT	\$ 0.1766	\$ 0.1468	\$ 0.0043	\$ 0.0249	\$ 0.1532	\$ 0.5058	\$ 0.0178	\$ 0.5236	\$ (0.0705)	\$ 0.1233	\$ 0.5764
	12 OUNCE	\$ 0.1325	\$ 0.0367	\$ 0.0032	\$ 0.0194	\$ 0.1149	\$ 0.3067	\$ 0.0108	\$ 0.3175	\$ (0.0529)	\$ 0.0925	\$ 0.3571
	10 OUNCE	\$ 0.1104	\$ 0.0587	\$ 0.0027	\$ 0.0139	\$ 0.0957	\$ 0.2814	\$ 0.0099	\$ 0.2913	\$ (0.0441)	\$ 0.0771	\$ 0.3243
	1/2 PINT	\$ 0.0883	\$ 0.0300	\$ 0.0021	\$ 0.0139	\$ 0.0766	\$ 0.2109	\$ 0.0074	\$ 0.2183	\$ (0.0353)	\$ 0.0617	\$ 0.2447
	4 OUNCE	\$ 0.0442	\$ 0.0276	\$ 0.0011	\$ 0.0200	\$ 0.0383	\$ 0.1312	\$ 0.0046	\$ 0.1358	\$ (0.0177)	\$ 0.0309	\$ 0.1490
	Bulk per Quart	\$ 0.3532	\$ 0.0592	\$ 0.0085	\$ 0.1078	\$ 0.3063	\$ 0.8350	\$ 0.0294	\$ 0.8644	\$ (0.1410)	\$ 0.2466	\$ 0.9700
BUTTERMILK	GALLON	\$ 1.5947	\$ 0.2008	\$ 0.0340	\$ (0.0936)	\$ 1.2252	\$ 2.9611	\$ 0.1042	\$ 3.0653	\$ (0.5640)	\$ 0.9864	\$ 3.4877
	1/2 GALLON	\$ 0.7974	\$ 0.1441	\$ 0.0170	\$ (0.0324)	\$ 0.6126	\$ 1.5387	\$ 0.0542	\$ 1.5929	\$ (0.2820)	\$ 0.4932	\$ 1.8041
	QUART	\$ 0.3987	\$ 0.2209	\$ 0.0085	\$ 0.0264	\$ 0.3063	\$ 0.9608	\$ 0.0338	\$ 0.9946	\$ (0.1410)	\$ 0.2466	\$ 1.1002
	PINT	\$ 0.1993	\$ 0.1468	\$ 0.0043	\$ 0.0249	\$ 0.1532	\$ 0.5285	\$ 0.0186	\$ 0.5471	\$ (0.0705)	\$ 0.1233	\$ 0.5999
	12 OUNCE	\$ 0.1495	\$ 0.0367	\$ 0.0032	\$ 0.0194	\$ 0.1149	\$ 0.3237	\$ 0.0114	\$ 0.3351	\$ (0.0529)	\$ 0.0925	\$ 0.3747
	10 OUNCE	\$ 0.1246	\$ 0.0587	\$ 0.0027	\$ 0.0139	\$ 0.0957	\$ 0.2956	\$ 0.0104	\$ 0.3060	\$ (0.0441)	\$ 0.0771	\$ 0.3390
	1/2 PINT	\$ 0.0997	\$ 0.0300	\$ 0.0021	\$ 0.0139	\$ 0.0766	\$ 0.2223	\$ 0.0078	\$ 0.2301	\$ (0.0353)	\$ 0.0617	\$ 0.2565
	4 OUNCE	\$ 0.0498	\$ 0.0276	\$ 0.0011	\$ 0.0200	\$ 0.0383	\$ 0.1368	\$ 0.0048	\$ 0.1416	\$ (0.0177)	\$ 0.0309	\$ 0.1548
	Bulk per Quart	\$ 0.3987	\$ 0.0592	\$ 0.0085	\$ 0.1078	\$ 0.3063	\$ 0.8805	\$ 0.0310	\$ 0.9115	\$ (0.1410)	\$ 0.2466	\$ 1.0171

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0001 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2017 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	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	
EGG NOG	GALLON	\$ 3.9472	\$ 0.2008	\$ 0.0340	\$ (0.0936)	\$ 1.2252	\$ 5.3136	\$ 0.1870	\$ 5.5006	\$ (0.5640)	\$ 0.9864	\$ 5.9230
	1/2 GALLON	\$ 1.9736	\$ 0.1441	\$ 0.0170	\$ (0.0324)	\$ 0.6126	\$ 2.7149	\$ 0.0956	\$ 2.8105	\$ (0.2820)	\$ 0.4932	\$ 3.0217
	QUART	\$ 0.9868	\$ 0.2209	\$ 0.0085	\$ 0.0264	\$ 0.3063	\$ 1.5489	\$ 0.0545	\$ 1.6034	\$ (0.1410)	\$ 0.2466	\$ 1.7090
	PINT	\$ 0.4934	\$ 0.1468	\$ 0.0043	\$ 0.0249	\$ 0.1532	\$ 0.8226	\$ 0.0290	\$ 0.8516	\$ (0.0705)	\$ 0.1233	\$ 0.9044
	12 OUNCE	\$ 0.3701	\$ 0.0367	\$ 0.0032	\$ 0.0194	\$ 0.1149	\$ 0.5443	\$ 0.0192	\$ 0.5635	\$ (0.0529)	\$ 0.0925	\$ 0.6031
	10 OUNCE	\$ 0.3084	\$ 0.0587	\$ 0.0027	\$ 0.0139	\$ 0.0957	\$ 0.4794	\$ 0.0169	\$ 0.4963	\$ (0.0441)	\$ 0.0771	\$ 0.5293
	1/2 PINT	\$ 0.2467	\$ 0.0300	\$ 0.0021	\$ 0.0139	\$ 0.0766	\$ 0.3693	\$ 0.0130	\$ 0.3823	\$ (0.0353)	\$ 0.0617	\$ 0.4087
	4 OUNCE	\$ 0.1234	\$ 0.0276	\$ 0.0011	\$ 0.0200	\$ 0.0383	\$ 0.2104	\$ 0.0074	\$ 0.2178	\$ (0.0177)	\$ 0.0309	\$ 0.2310
	Bulk per Quart	\$ 0.9868	\$ 0.0592	\$ 0.0085	\$ 0.1078	\$ 0.3063	\$ 1.4686	\$ 0.0517	\$ 1.5203	\$ (0.1410)	\$ 0.2466	\$ 1.6259

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0001 per quart equivalent.

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

**RETAIL PRICE BUILDUP
DECEMBER 2017 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 \$ 0.1434	2.7% Store Profit	Proposed Retail Price	
STANDARD (WHOLE) MILK	GALLON	\$ 3.7875	\$ (0.4734)	\$ 0.5736	\$ 0.1079	\$ 4.00
	1/2 GALLON	\$ 1.9539	\$ (0.2442)	\$ 0.2868	\$ 0.0554	\$ 2.05
	QUART	\$ 1.1752	\$ (0.1469)	\$ 0.1434	\$ 0.0325	\$ 1.20
	PINT	\$ 0.6374	\$ (0.0797)	\$ 0.0717	\$ 0.0175	\$ 0.65
	12 OUNCE	\$ 0.4027	\$ (0.0503)	\$ 0.0538	\$ 0.0113	\$ 0.42
	10 OUNCE	\$ 0.3624	\$ (0.0453)	\$ 0.0448	\$ 0.0100	\$ 0.37
	1/2 PINT	\$ 0.2753	\$ (0.0344)	\$ 0.0359	\$ 0.0077	\$ 0.28
	4 OUNCE	\$ 0.1642	\$ (0.0205)	\$ 0.0179	\$ 0.0045	\$ 0.17
	Bulk per Quart	\$ 1.0920	\$ (0.1365)	\$ 0.1434	\$ 0.0305	\$ 1.13
REDUCED FAT (2%) MILK	GALLON	\$ 3.4958	\$ (0.4370)	\$ 0.5736	\$ 0.1008	\$ 3.73
	1/2 GALLON	\$ 1.8080	\$ (0.2260)	\$ 0.2868	\$ 0.0519	\$ 1.92
	QUART	\$ 1.1022	\$ (0.1378)	\$ 0.1434	\$ 0.0307	\$ 1.14
	PINT	\$ 0.6009	\$ (0.0751)	\$ 0.0717	\$ 0.0166	\$ 0.61
	12 OUNCE	\$ 0.3751	\$ (0.0469)	\$ 0.0538	\$ 0.0106	\$ 0.39
	10 OUNCE	\$ 0.3396	\$ (0.0425)	\$ 0.0448	\$ 0.0095	\$ 0.35
	1/2 PINT	\$ 0.2570	\$ (0.0321)	\$ 0.0359	\$ 0.0072	\$ 0.27
	4 OUNCE	\$ 0.1551	\$ (0.0194)	\$ 0.0179	\$ 0.0043	\$ 0.16
	Bulk per Quart	\$ 1.0191	\$ (0.1274)	\$ 0.1434	\$ 0.0287	\$ 1.06
LOWFAT (1%) MILK	GALLON	\$ 3.2799	\$ (0.4100)	\$ 0.5736	\$ 0.0956	\$ 3.54
	1/2 GALLON	\$ 1.7000	\$ (0.2125)	\$ 0.2868	\$ 0.0492	\$ 1.82
	QUART	\$ 1.0483	\$ (0.1310)	\$ 0.1434	\$ 0.0294	\$ 1.09
	PINT	\$ 0.5739	\$ (0.0717)	\$ 0.0717	\$ 0.0159	\$ 0.59
	12 OUNCE	\$ 0.3552	\$ (0.0444)	\$ 0.0538	\$ 0.0101	\$ 0.37
	10 OUNCE	\$ 0.3228	\$ (0.0404)	\$ 0.0448	\$ 0.0091	\$ 0.34
	1/2 PINT	\$ 0.2435	\$ (0.0304)	\$ 0.0359	\$ 0.0069	\$ 0.26
	4 OUNCE	\$ 0.1484	\$ (0.0186)	\$ 0.0179	\$ 0.0041	\$ 0.15
	Bulk per Quart	\$ 0.9651	\$ (0.1206)	\$ 0.1434	\$ 0.0274	\$ 1.02
NONFAT (SKIM) MILK	GALLON	\$ 3.1028	\$ (0.3879)	\$ 0.5736	\$ 0.0913	\$ 3.38
	1/2 GALLON	\$ 1.6115	\$ (0.2014)	\$ 0.2868	\$ 0.0471	\$ 1.74
	QUART	\$ 1.0039	\$ (0.1255)	\$ 0.1434	\$ 0.0284	\$ 1.05
	PINT	\$ 0.5519	\$ (0.0690)	\$ 0.0717	\$ 0.0154	\$ 0.57
	12 OUNCE	\$ 0.3386	\$ (0.0423)	\$ 0.0538	\$ 0.0097	\$ 0.36
	10 OUNCE	\$ 0.3089	\$ (0.0386)	\$ 0.0448	\$ 0.0087	\$ 0.32
	1/2 PINT	\$ 0.2324	\$ (0.0291)	\$ 0.0359	\$ 0.0066	\$ 0.25
	4 OUNCE	\$ 0.1428	\$ (0.0179)	\$ 0.0179	\$ 0.0040	\$ 0.15
	Bulk per Quart	\$ 0.9208	\$ (0.1151)	\$ 0.1434	\$ 0.0263	\$ 0.98

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

**RETAIL PRICE BUILDUP
DECEMBER 2017 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 \$ 0.1434	2.7% Store Profit	Proposed Retail Price	
FLAVORED MILK	GALLON	\$ 3.9561	\$ (0.4945)	\$ 0.5736	\$ 0.1120	\$ 4.15
	1/2 GALLON	\$ 2.0382	\$ (0.2548)	\$ 0.2868	\$ 0.0574	\$ 2.13
	QUART	\$ 1.2173	\$ (0.1522)	\$ 0.1434	\$ 0.0335	\$ 1.24
	PINT	\$ 0.6585	\$ (0.0823)	\$ 0.0717	\$ 0.0180	\$ 0.67
	12 OUNCE	\$ 0.4186	\$ (0.0523)	\$ 0.0538	\$ 0.0117	\$ 0.43
	10 OUNCE	\$ 0.3755	\$ (0.0469)	\$ 0.0448	\$ 0.0104	\$ 0.38
	1/2 PINT	\$ 0.2858	\$ (0.0357)	\$ 0.0359	\$ 0.0079	\$ 0.29
	4 OUNCE	\$ 0.1695	\$ (0.0212)	\$ 0.0179	\$ 0.0046	\$ 0.17
Bulk per Quart	\$ 1.1342	\$ (0.1418)	\$ 0.1434	\$ 0.0315	\$ 1.17	
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.5214	\$ (0.4402)	\$ 0.5736	\$ 0.1014	\$ 3.76
	1/2 GALLON	\$ 1.8208	\$ (0.2276)	\$ 0.2868	\$ 0.0522	\$ 1.93
	QUART	\$ 1.1086	\$ (0.1386)	\$ 0.1434	\$ 0.0309	\$ 1.14
	PINT	\$ 0.6041	\$ (0.0755)	\$ 0.0717	\$ 0.0167	\$ 0.62
	12 OUNCE	\$ 0.3779	\$ (0.0472)	\$ 0.0538	\$ 0.0107	\$ 0.40
	10 OUNCE	\$ 0.3416	\$ (0.0427)	\$ 0.0448	\$ 0.0095	\$ 0.35
	1/2 PINT	\$ 0.2586	\$ (0.0323)	\$ 0.0359	\$ 0.0073	\$ 0.27
	4 OUNCE	\$ 0.1560	\$ (0.0195)	\$ 0.0179	\$ 0.0043	\$ 0.16
Bulk per Quart	\$ 1.0255	\$ (0.1282)	\$ 0.1434	\$ 0.0289	\$ 1.07	
FLAVORED NONFAT MILK	GALLON	\$ 3.2994	\$ (0.4124)	\$ 0.5736	\$ 0.0960	\$ 3.56
	1/2 GALLON	\$ 1.7099	\$ (0.2137)	\$ 0.2868	\$ 0.0495	\$ 1.83
	QUART	\$ 1.0531	\$ (0.1316)	\$ 0.1434	\$ 0.0296	\$ 1.09
	PINT	\$ 0.5764	\$ (0.0721)	\$ 0.0717	\$ 0.0160	\$ 0.59
	12 OUNCE	\$ 0.3571	\$ (0.0446)	\$ 0.0538	\$ 0.0102	\$ 0.38
	10 OUNCE	\$ 0.3243	\$ (0.0405)	\$ 0.0448	\$ 0.0091	\$ 0.34
	1/2 PINT	\$ 0.2447	\$ (0.0306)	\$ 0.0359	\$ 0.0069	\$ 0.26
	4 OUNCE	\$ 0.1490	\$ (0.0186)	\$ 0.0179	\$ 0.0041	\$ 0.15
Bulk per Quart	\$ 0.9700	\$ (0.1213)	\$ 0.1434	\$ 0.0275	\$ 1.02	
BUTTERMILK	GALLON	\$ 3.4877	\$ (0.4360)	\$ 0.5736	\$ 0.1006	\$ 3.73
	1/2 GALLON	\$ 1.8041	\$ (0.2255)	\$ 0.2868	\$ 0.0518	\$ 1.92
	QUART	\$ 1.1002	\$ (0.1375)	\$ 0.1434	\$ 0.0307	\$ 1.14
	PINT	\$ 0.5999	\$ (0.0750)	\$ 0.0717	\$ 0.0166	\$ 0.61
	12 OUNCE	\$ 0.3747	\$ (0.0468)	\$ 0.0538	\$ 0.0106	\$ 0.39
	10 OUNCE	\$ 0.3390	\$ (0.0424)	\$ 0.0448	\$ 0.0095	\$ 0.35
	1/2 PINT	\$ 0.2565	\$ (0.0321)	\$ 0.0359	\$ 0.0072	\$ 0.27
	4 OUNCE	\$ 0.1548	\$ (0.0194)	\$ 0.0179	\$ 0.0043	\$ 0.16
Bulk per Quart	\$ 1.0171	\$ (0.1271)	\$ 0.1434	\$ 0.0287	\$ 1.06	

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

**RETAIL PRICE BUILDUP
DECEMBER 2017 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 \$ 0.1434	2.7% Store Profit	Proposed Retail Price

EGG NOG	GALLON	\$ 5.9230	\$ (0.7404)	\$ 0.5736	\$ 0.1597	\$ 5.93
	1/2 GALLON	\$ 3.0217	\$ (0.3777)	\$ 0.2868	\$ 0.0813	\$ 3.03
	QUART	\$ 1.7090	\$ (0.2136)	\$ 0.1434	\$ 0.0455	\$ 1.72
	PINT	\$ 0.9044	\$ (0.1131)	\$ 0.0717	\$ 0.0239	\$ 0.91
	12 OUNCE	\$ 0.6031	\$ (0.0754)	\$ 0.0538	\$ 0.0161	\$ 0.61
	10 OUNCE	\$ 0.5293	\$ (0.0662)	\$ 0.0448	\$ 0.0141	\$ 0.54
	1/2 PINT	\$ 0.4087	\$ (0.0511)	\$ 0.0359	\$ 0.0109	\$ 0.42
	4 OUNCE	\$ 0.2310	\$ (0.0289)	\$ 0.0179	\$ 0.0061	\$ 0.24
	Bulk per Quart	\$ 1.6259	\$ (0.2032)	\$ 0.1434	\$ 0.0435	\$ 1.64