



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General
Order No. A-963 (CRO 11)

Posted: March 3, 2021
Effective: April 1, 2021

COST REPLACEMENT ORDER FOR THE SOUTH CENTRAL MILK MARKETING AREA, AREA 4

NOW, this 3rd 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 reference as though fully set forth in this order.

SECTION B SCOPE

(a) The costs adopted by the Board in this order shall replace the costs in the appropriate cost centers embodied in Official General Order A-963 (CRO 10) and will be incorporated into the wholesale and retail prices of Class I and II price-controlled packaged products sold in Milk Marketing Area No. 4, as defined in Section B of Official General Order A-963. Wholesale and retail prices will be adjusted as well by the increase in labor, insurance, and utility costs that the Board adopts in this order.

(b) The rate of return to dealers is 3.5%.

(c) The rate of return to retailers is 2.5%.

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-963

All parts of Official General Order A-963 (CRO 10) not inconsistent with Section B (relating to scope) continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Date: March 3, 2021

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FINDINGS OF FACT AND CONCLUSIONS OF LAW
COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 4
FEBRUARY 3, 2021

I. FINDINGS OF FACT

1. On February 3, 2021, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 4.

2. Notice of the hearing was published at 50 Pennsylvania Bulletin 6843 dated November 28, 2020. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1584, dated November 13, 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 4 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of Dean Dairy Holdings LLC dba Swiss Premium Dairy; Galliker Dairy (Johnstown); Harrisburg Dairies, Inc.; Rutter Brothers Dairy, Inc.; Turkey Hill L.P.; and Tuscan/Lehigh Dairies, Inc. (Schuylkill Haven).

4. Clifford Ackman, appearing on behalf of Board Staff as an expert in milk industry statistics, testified that the dealer cross section was representative of the dealers doing business in Area 4. Mr. Ackman testified that the reported sales ratios of the cross-section dealers were very much like the reported sales ratios of all dealers in Area 4 as the comparison of product sales ratios was within statistically acceptable limits at 5% using the Chi-square goodness of fit test. Mr. Ackman further testified, based on the volume, containers, products sold, types of customers, and delivery techniques, that the cross-section dealers were representative of all dealers doing business in Area 4. 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 4.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and enforcement. Mr. Gojsovich and Mr. Mong testified that the cross-section dealers incurred a cost of \$0.2440 per point for processing, packaging, and delivering milk in 2019. Based on this concurring testimony, the Board finds that the cross section dealers incurred a cost of \$0.2440 per point for processing, packaging, and delivery, and further finds that \$0.2440 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 - \$0.0002/lb; Non-Fat Milk - \$0.0026/lb; Flavored Milk - \$0.0441/lb; Flavored Reduced Fat Milk - \$0.0383/lb; Flavored Non-Fat Milk - \$0.0260/lb; Buttermilk - \$0.0419/lb; Egg Nog - \$0.2365/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 \$(0.0002) per point between the first halves of 2019 and 2020. The Board finds that \$(0.0002) per point should be used in this order.

8. Mr. Gojsovich and Mr. Mong recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in diesel fuel costs continue in Area 4. 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. Mr. Gojsovich and Mr. Mong recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in heating fuel costs continue in Area 4. 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. Mong presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$0.0019 per pound. Based on the concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$0.0019 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 - \$0.2040; Half Gallon - \$0.1511; Quart - \$0.1199; Pint - \$0.1256; Half Pint (paper) - \$0.0245; Half Pint (plastic) - \$0.0704; 12 Ounce - \$0.0630; 10 Ounce - \$0.0309; 4 Ounce - \$0.0284; Bulk Per Quart (Dispenser) - \$0.0487. 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, based on the base costs testified to by Mr. Gojsovich and Mr. Mong that are listed above.

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 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 \$0.0459 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 year 2019 container sales and year 2019 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Mr. Mong arrived at the following container efficiency adjustments:

Gallon	\$(0.0948)
Half Gallon	\$(0.0438)
Quart	\$0.0201
Pint	\$0.0866
Half Pint (Plastic and Paper)	\$0.0255
4 ounce	\$0.0358
Bulk (per quart)	\$0.0293

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 Board maintain the rate of return at 3.5%. He testified that 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 maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry. No other party presented evidence concerning the milk dealer rate of return.

Based on Mr. Mong's testimony the Board finds that the rate of return should remain 3.5%.

15. Mr. Gojsovich testified that the cost replacement process resulted in the retail price of a gallon of 2% milk increasing \$0.01. He explained that an increase in this range is not unusual and reflects normal year-to-year changes in various cost categories.

16. An in-store handling costs hearing is pending. 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 2.5% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

II. CONCLUSIONS OF LAW

1. The February 3, 2021, cost replacement hearing for Milk Marketing Area No. 4 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 record of the Area 2 hearing held on February 3, 2021, was incorporated by reference into the record of this Area 4 hearing.

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

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

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 3, 2021

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PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020

1. Weighted Diesel Fuel Costs - YEAR 2019	\$	1,533,643
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>1,244,471</u>
6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1)	\$	(289,172)
7. Weighted Delivery Points - YEAR 2019		<u>150,407,304</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>(0.0019)</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 4**

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2019 to AUGUST 2020

1. Weighted Heating Fuel Costs - YEAR 2019	\$	110,621
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>107,114</u>
6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1)	\$	(3,507)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019		<u>311,103,844</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>-</u></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 4**

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

	Class I
Skim Rate	\$ 19.24
Butterfat Rate	\$ 1.6192

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	75,799,658	2,504,515	3.3041%	73,295,143	\$ 4,055,311	\$ 14,101,986	\$ 18,157,297	\$ 0.2395	\$ -	\$ 0.0019	\$ 0.2414
Reduced Fat (2%) Milk	68,486,148	1,362,158	1.9890%	67,123,990	\$ 2,205,606	\$ 12,914,656	\$ 15,120,262	\$ 0.2208	\$ 0.0001	\$ 0.0019	\$ 0.2228
Low Fat (1%) Milk	34,087,330	333,655	0.9788%	33,753,675	\$ 540,254	\$ 6,494,207	\$ 7,034,461	\$ 0.2064	\$ 0.0002	\$ 0.0019	\$ 0.2085
Non Fat (Skim) Milk	18,339,454	17,861	0.0974%	18,321,593	\$ 28,921	\$ 3,525,074	\$ 3,553,995	\$ 0.1938	\$ 0.0026	\$ 0.0019	\$ 0.1983
Flavored Milk	8,590,594	289,194	3.3664%	8,301,400	\$ 468,263	\$ 1,597,189	\$ 2,065,452	\$ 0.2404	\$ 0.0441	\$ 0.0019	\$ 0.2864
Flavored Reduced Fat Milk	9,851,044	108,835	1.1048%	9,742,209	\$ 176,226	\$ 1,874,401	\$ 2,050,627	\$ 0.2082	\$ 0.0383	\$ 0.0019	\$ 0.2484
Flavored NONFAT Milk	9,494,330	1,859	0.0196%	9,492,471	\$ 3,010	\$ 1,826,351	\$ 1,829,361	\$ 0.1927	\$ 0.0260	\$ 0.0019	\$ 0.2206
Buttermilk	55,816	558	0.9997%	55,258	\$ 904	\$ 10,632	\$ 11,536	\$ 0.2067	\$ 0.0419	\$ 0.0019	\$ 0.2505
Egg Nog	837,289	59,109	7.0596%	778,180	\$ 95,709	\$ 149,722	\$ 245,431	\$ 0.2931	\$ 0.2365	\$ 0.0019	\$ 0.5315

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0760	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9760	\$ 3.1338	\$ 0.1137	\$ 3.2475	\$ (0.4352)	\$ 0.9664	\$ 3.7787
	1/2 GALLON	\$ 1.0380	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4880	\$ 1.6196	\$ 0.0587	\$ 1.6783	\$ (0.2176)	\$ 0.4832	\$ 1.9439
	QUART	\$ 0.5190	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2440	\$ 0.9188	\$ 0.0333	\$ 0.9521	\$ (0.1088)	\$ 0.2416	\$ 1.0849
	PINT	\$ 0.2595	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1220	\$ 0.5981	\$ 0.0217	\$ 0.6198	\$ (0.0544)	\$ 0.1208	\$ 0.6862
	12 OUNCE	\$ 0.1946	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0915	\$ 0.3487	\$ 0.0126	\$ 0.3613	\$ (0.0408)	\$ 0.0906	\$ 0.4111
	10 OUNCE	\$ 0.1622	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2691	\$ 0.0098	\$ 0.2789	\$ (0.0340)	\$ 0.0755	\$ 0.3204
	1/2 PINT	\$ 0.1298	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0610	\$ 0.2412	\$ 0.0087	\$ 0.2499	\$ (0.0272)	\$ 0.0604	\$ 0.2831
	4 OUNCE	\$ 0.0649	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1599	\$ 0.0058	\$ 0.1657	\$ (0.0136)	\$ 0.0302	\$ 0.1823
	Bulk per Quart	\$ 0.5190	\$ 0.0493	\$ (0.0010)	\$ 0.0293	\$ 0.2440	\$ 0.8406	\$ 0.0305	\$ 0.8711	\$ (0.1088)	\$ 0.2416	\$ 1.0039
REDUCED FAT (2%) MILK	GALLON	\$ 1.9205	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9760	\$ 2.9783	\$ 0.1080	\$ 3.0863	\$ (0.4352)	\$ 0.9664	\$ 3.6175
	1/2 GALLON	\$ 0.9603	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4880	\$ 1.5419	\$ 0.0559	\$ 1.5978	\$ (0.2176)	\$ 0.4832	\$ 1.8634
	QUART	\$ 0.4801	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2440	\$ 0.8799	\$ 0.0319	\$ 0.9118	\$ (0.1088)	\$ 0.2416	\$ 1.0446
	PINT	\$ 0.2401	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1220	\$ 0.5787	\$ 0.0210	\$ 0.5997	\$ (0.0544)	\$ 0.1208	\$ 0.6661
	12 OUNCE	\$ 0.1801	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0915	\$ 0.3342	\$ 0.0121	\$ 0.3463	\$ (0.0408)	\$ 0.0906	\$ 0.3961
	10 OUNCE	\$ 0.1500	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2569	\$ 0.0093	\$ 0.2662	\$ (0.0340)	\$ 0.0755	\$ 0.3077
	1/2 PINT	\$ 0.1200	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0610	\$ 0.2314	\$ 0.0084	\$ 0.2398	\$ (0.0272)	\$ 0.0604	\$ 0.2730
	4 OUNCE	\$ 0.0600	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1550	\$ 0.0056	\$ 0.1606	\$ (0.0136)	\$ 0.0302	\$ 0.1772
	Bulk per Quart	\$ 0.4801	\$ 0.0493	\$ (0.0010)	\$ 0.0293	\$ 0.2440	\$ 0.8017	\$ 0.0291	\$ 0.8308	\$ (0.1088)	\$ 0.2416	\$ 0.9636
LOW FAT (1%) MILK	GALLON	\$ 1.7973	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9760	\$ 2.8551	\$ 0.1036	\$ 2.9587	\$ (0.4352)	\$ 0.9664	\$ 3.4899
	1/2 GALLON	\$ 0.8986	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4880	\$ 1.4802	\$ 0.0537	\$ 1.5339	\$ (0.2176)	\$ 0.4832	\$ 1.7995
	QUART	\$ 0.4493	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2440	\$ 0.8491	\$ 0.0308	\$ 0.8799	\$ (0.1088)	\$ 0.2416	\$ 1.0127
	PINT	\$ 0.2247	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1220	\$ 0.5633	\$ 0.0204	\$ 0.5837	\$ (0.0544)	\$ 0.1208	\$ 0.6501
	12 OUNCE	\$ 0.1685	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0915	\$ 0.3226	\$ 0.0117	\$ 0.3343	\$ (0.0408)	\$ 0.0906	\$ 0.3841
	10 OUNCE	\$ 0.1404	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2473	\$ 0.0090	\$ 0.2563	\$ (0.0340)	\$ 0.0755	\$ 0.2978
	1/2 PINT	\$ 0.1123	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0610	\$ 0.2237	\$ 0.0081	\$ 0.2318	\$ (0.0272)	\$ 0.0604	\$ 0.2650
	4 OUNCE	\$ 0.0562	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1512	\$ 0.0055	\$ 0.1567	\$ (0.0136)	\$ 0.0302	\$ 0.1733
	Bulk per Quart	\$ 0.4493	\$ 0.0493	\$ (0.0010)	\$ 0.0293	\$ 0.2440	\$ 0.7709	\$ 0.0280	\$ 0.7989	\$ (0.1088)	\$ 0.2416	\$ 0.9317
NON FAT (SKIM) MILK	GALLON	\$ 1.7113	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9760	\$ 2.7691	\$ 0.1004	\$ 2.8695	\$ (0.4352)	\$ 0.9664	\$ 3.4007
	1/2 GALLON	\$ 0.8557	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4880	\$ 1.4373	\$ 0.0521	\$ 1.4894	\$ (0.2176)	\$ 0.4832	\$ 1.7550
	QUART	\$ 0.4278	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2440	\$ 0.8276	\$ 0.0300	\$ 0.8576	\$ (0.1088)	\$ 0.2416	\$ 0.9904
	PINT	\$ 0.2139	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1220	\$ 0.5525	\$ 0.0200	\$ 0.5725	\$ (0.0544)	\$ 0.1208	\$ 0.6389
	12 OUNCE	\$ 0.1604	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0915	\$ 0.3145	\$ 0.0114	\$ 0.3259	\$ (0.0408)	\$ 0.0906	\$ 0.3757
	10 OUNCE	\$ 0.1337	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2406	\$ 0.0087	\$ 0.2493	\$ (0.0340)	\$ 0.0755	\$ 0.2908
	1/2 PINT	\$ 0.1070	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0610	\$ 0.2184	\$ 0.0079	\$ 0.2263	\$ (0.0272)	\$ 0.0604	\$ 0.2595
	4 OUNCE	\$ 0.0535	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1485	\$ 0.0054	\$ 0.1539	\$ (0.0136)	\$ 0.0302	\$ 0.1705
	Bulk per Quart	\$ 0.4278	\$ 0.0493	\$ (0.0010)	\$ 0.0293	\$ 0.2440	\$ 0.7494	\$ 0.0272	\$ 0.7766	\$ (0.1088)	\$ 0.2416	\$ 0.9094

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	
FLAVORED MILK	GALLON	\$ 2.2912	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9760	\$ 3.3490	\$ 0.1215	\$ 3.4705	\$ (0.4352)	\$ 0.9664	\$ 4.0017
	1/2 GALLON	\$ 1.1456	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4880	\$ 1.7272	\$ 0.0626	\$ 1.7898	\$ (0.2176)	\$ 0.4832	\$ 2.0554
	QUART	\$ 0.5728	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2440	\$ 0.9726	\$ 0.0353	\$ 1.0079	\$ (0.1088)	\$ 0.2416	\$ 1.1407
	PINT	\$ 0.2864	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1220	\$ 0.6250	\$ 0.0227	\$ 0.6477	\$ (0.0544)	\$ 0.1208	\$ 0.7141
	12 OUNCE	\$ 0.2148	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0915	\$ 0.3689	\$ 0.0134	\$ 0.3823	\$ (0.0408)	\$ 0.0906	\$ 0.4321
	10 OUNCE	\$ 0.1790	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2859	\$ 0.0104	\$ 0.2963	\$ (0.0340)	\$ 0.0755	\$ 0.3378
	1/2 PINT	\$ 0.1432	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0610	\$ 0.2546	\$ 0.0092	\$ 0.2638	\$ (0.0272)	\$ 0.0604	\$ 0.2970
	4 OUNCE	\$ 0.0716	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1666	\$ 0.0060	\$ 0.1726	\$ (0.0136)	\$ 0.0302	\$ 0.1892
	Bulk per Quart	\$ 0.5728	\$ 0.0493	\$ (0.0010)	\$ 0.0293	\$ 0.2440	\$ 0.8944	\$ 0.0324	\$ 0.9268	\$ (0.1088)	\$ 0.2416	\$ 1.0596
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9872	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9760	\$ 3.0450	\$ 0.1104	\$ 3.1554	\$ (0.4352)	\$ 0.9664	\$ 3.6866
	1/2 GALLON	\$ 0.9936	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4880	\$ 1.5752	\$ 0.0571	\$ 1.6323	\$ (0.2176)	\$ 0.4832	\$ 1.8979
	QUART	\$ 0.4968	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2440	\$ 0.8966	\$ 0.0325	\$ 0.9291	\$ (0.1088)	\$ 0.2416	\$ 1.0619
	PINT	\$ 0.2484	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1220	\$ 0.5870	\$ 0.0213	\$ 0.6083	\$ (0.0544)	\$ 0.1208	\$ 0.6747
	12 OUNCE	\$ 0.1863	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0915	\$ 0.3404	\$ 0.0123	\$ 0.3527	\$ (0.0408)	\$ 0.0906	\$ 0.4025
	10 OUNCE	\$ 0.1553	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2622	\$ 0.0095	\$ 0.2717	\$ (0.0340)	\$ 0.0755	\$ 0.3132
	1/2 PINT	\$ 0.1242	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0610	\$ 0.2356	\$ 0.0085	\$ 0.2441	\$ (0.0272)	\$ 0.0604	\$ 0.2773
	4 OUNCE	\$ 0.0621	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1571	\$ 0.0057	\$ 0.1628	\$ (0.0136)	\$ 0.0302	\$ 0.1794
	Bulk per Quart	\$ 0.4968	\$ 0.0493	\$ (0.0010)	\$ 0.0293	\$ 0.2440	\$ 0.8184	\$ 0.0297	\$ 0.8481	\$ (0.1088)	\$ 0.2416	\$ 0.9809
FLAVORED NONFAT MILK	GALLON	\$ 1.7648	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9760	\$ 2.8226	\$ 0.1024	\$ 2.9250	\$ (0.4352)	\$ 0.9664	\$ 3.4562
	1/2 GALLON	\$ 0.8824	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4880	\$ 1.4640	\$ 0.0531	\$ 1.5171	\$ (0.2176)	\$ 0.4832	\$ 1.7827
	QUART	\$ 0.4412	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2440	\$ 0.8410	\$ 0.0305	\$ 0.8715	\$ (0.1088)	\$ 0.2416	\$ 1.0043
	PINT	\$ 0.2206	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1220	\$ 0.5592	\$ 0.0203	\$ 0.5795	\$ (0.0544)	\$ 0.1208	\$ 0.6459
	12 OUNCE	\$ 0.1655	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0915	\$ 0.3196	\$ 0.0116	\$ 0.3312	\$ (0.0408)	\$ 0.0906	\$ 0.3810
	10 OUNCE	\$ 0.1379	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2448	\$ 0.0089	\$ 0.2537	\$ (0.0340)	\$ 0.0755	\$ 0.2952
	1/2 PINT	\$ 0.1103	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0610	\$ 0.2217	\$ 0.0080	\$ 0.2297	\$ (0.0272)	\$ 0.0604	\$ 0.2629
	4 OUNCE	\$ 0.0552	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1502	\$ 0.0054	\$ 0.1556	\$ (0.0136)	\$ 0.0302	\$ 0.1722
	Bulk per Quart	\$ 0.4412	\$ 0.0493	\$ (0.0010)	\$ 0.0293	\$ 0.2440	\$ 0.7628	\$ 0.0277	\$ 0.7905	\$ (0.1088)	\$ 0.2416	\$ 0.9233
BUTTERMILK	GALLON	\$ 2.1593	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9760	\$ 3.2171	\$ 0.1167	\$ 3.3338	\$ (0.4352)	\$ 0.9664	\$ 3.8650
	1/2 GALLON	\$ 1.0797	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4880	\$ 1.6613	\$ 0.0603	\$ 1.7216	\$ (0.2176)	\$ 0.4832	\$ 1.9872
	QUART	\$ 0.5398	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2440	\$ 0.9396	\$ 0.0341	\$ 0.9737	\$ (0.1088)	\$ 0.2416	\$ 1.1065
	PINT	\$ 0.2699	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1220	\$ 0.6085	\$ 0.0221	\$ 0.6306	\$ (0.0544)	\$ 0.1208	\$ 0.6970
	12 OUNCE	\$ 0.2024	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0915	\$ 0.3565	\$ 0.0129	\$ 0.3694	\$ (0.0408)	\$ 0.0906	\$ 0.4192
	10 OUNCE	\$ 0.1687	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2756	\$ 0.0100	\$ 0.2856	\$ (0.0340)	\$ 0.0755	\$ 0.3271
	1/2 PINT	\$ 0.1350	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0610	\$ 0.2464	\$ 0.0089	\$ 0.2553	\$ (0.0272)	\$ 0.0604	\$ 0.2885
	4 OUNCE	\$ 0.0675	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1625	\$ 0.0059	\$ 0.1684	\$ (0.0136)	\$ 0.0302	\$ 0.1850
	Bulk per Quart	\$ 0.5398	\$ 0.0493	\$ (0.0010)	\$ 0.0293	\$ 0.2440	\$ 0.8614	\$ 0.0312	\$ 0.8926	\$ (0.1088)	\$ 0.2416	\$ 1.0254

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	
EGG NOG	GALLON	\$ 4.2520	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9760	\$ 5.3098	\$ 0.1926	\$ 5.5024	\$ (0.4352)	\$ 0.9664	\$ 6.0336
	1/2 GALLON	\$ 2.1260	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4880	\$ 2.7076	\$ 0.0982	\$ 2.8058	\$ (0.2176)	\$ 0.4832	\$ 3.0714
	QUART	\$ 1.0630	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2440	\$ 1.4628	\$ 0.0531	\$ 1.5159	\$ (0.1088)	\$ 0.2416	\$ 1.6487
	PINT	\$ 0.5315	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1220	\$ 0.8701	\$ 0.0316	\$ 0.9017	\$ (0.0544)	\$ 0.1208	\$ 0.9681
	12 OUNCE	\$ 0.3986	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0915	\$ 0.5527	\$ 0.0200	\$ 0.5727	\$ (0.0408)	\$ 0.0906	\$ 0.6225
	10 OUNCE	\$ 0.3322	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.4391	\$ 0.0159	\$ 0.4550	\$ (0.0340)	\$ 0.0755	\$ 0.4965
	1/2 PINT	\$ 0.2658	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0610	\$ 0.3772	\$ 0.0137	\$ 0.3909	\$ (0.0272)	\$ 0.0604	\$ 0.4241
	4 OUNCE	\$ 0.1329	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.2279	\$ 0.0083	\$ 0.2362	\$ (0.0136)	\$ 0.0302	\$ 0.2528
	Bulk per Quart	\$ 1.0630	\$ 0.0493	\$ (0.0010)	\$ 0.0293	\$ 0.2440	\$ 1.3846	\$ 0.0502	\$ 1.4348	\$ (0.1088)	\$ 0.2416	\$ 1.5676

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.1860	Store Profit 2.5%	Proposed Retail Price

STANDARD (WHOLE) MILK	GALLON	\$ 3.7787	\$ (0.4040)	\$ 0.7440	\$ 0.1056	\$ 4.22
	1/2 GALLON	\$ 1.9439	\$ (0.2020)	\$ 0.3720	\$ 0.0542	\$ 2.17
	QUART	\$ 1.0849	\$ (0.1010)	\$ 0.1860	\$ 0.0300	\$ 1.20
	PINT	\$ 0.6862	\$ (0.0505)	\$ 0.0930	\$ 0.0187	\$ 0.75
	12 OUNCE	\$ 0.4111	\$ (0.0379)	\$ 0.0698	\$ 0.0114	\$ 0.45
	10 OUNCE	\$ 0.3204	\$ (0.0316)	\$ 0.0581	\$ 0.0089	\$ 0.36
	1/2 PINT	\$ 0.2831	\$ (0.0253)	\$ 0.0465	\$ 0.0078	\$ 0.31
	4 OUNCE	\$ 0.1823	\$ (0.0126)	\$ 0.0233	\$ 0.0049	\$ 0.20
	Bulk per Quart	\$ 1.0039	\$ (0.1010)	\$ 0.1860	\$ 0.0279	\$ 1.12

REDUCED FAT (2%) MILK	GALLON	\$ 3.6175	\$ (0.4040)	\$ 0.7440	\$ 0.1015	\$ 4.06
	1/2 GALLON	\$ 1.8634	\$ (0.2020)	\$ 0.3720	\$ 0.0521	\$ 2.09
	QUART	\$ 1.0446	\$ (0.1010)	\$ 0.1860	\$ 0.0290	\$ 1.16
	PINT	\$ 0.6661	\$ (0.0505)	\$ 0.0930	\$ 0.0182	\$ 0.73
	12 OUNCE	\$ 0.3961	\$ (0.0379)	\$ 0.0698	\$ 0.0110	\$ 0.44
	10 OUNCE	\$ 0.3077	\$ (0.0316)	\$ 0.0581	\$ 0.0086	\$ 0.34
	1/2 PINT	\$ 0.2730	\$ (0.0253)	\$ 0.0465	\$ 0.0075	\$ 0.30
	4 OUNCE	\$ 0.1772	\$ (0.0126)	\$ 0.0233	\$ 0.0048	\$ 0.19
	Bulk per Quart	\$ 0.9636	\$ (0.1010)	\$ 0.1860	\$ 0.0269	\$ 1.08

LOW FAT (1%) MILK	GALLON	\$ 3.4899	\$ (0.4040)	\$ 0.7440	\$ 0.0982	\$ 3.93
	1/2 GALLON	\$ 1.7995	\$ (0.2020)	\$ 0.3720	\$ 0.0505	\$ 2.02
	QUART	\$ 1.0127	\$ (0.1010)	\$ 0.1860	\$ 0.0281	\$ 1.13
	PINT	\$ 0.6501	\$ (0.0505)	\$ 0.0930	\$ 0.0178	\$ 0.71
	12 OUNCE	\$ 0.3841	\$ (0.0379)	\$ 0.0698	\$ 0.0107	\$ 0.43
	10 OUNCE	\$ 0.2978	\$ (0.0316)	\$ 0.0581	\$ 0.0083	\$ 0.33
	1/2 PINT	\$ 0.2650	\$ (0.0253)	\$ 0.0465	\$ 0.0073	\$ 0.29
	4 OUNCE	\$ 0.1733	\$ (0.0126)	\$ 0.0233	\$ 0.0047	\$ 0.19
	Bulk per Quart	\$ 0.9317	\$ (0.1010)	\$ 0.1860	\$ 0.0261	\$ 1.04

NON FAT (SKIM) MILK	GALLON	\$ 3.4007	\$ (0.4040)	\$ 0.7440	\$ 0.0959	\$ 3.84
	1/2 GALLON	\$ 1.7550	\$ (0.2020)	\$ 0.3720	\$ 0.0494	\$ 1.97
	QUART	\$ 0.9904	\$ (0.1010)	\$ 0.1860	\$ 0.0276	\$ 1.10
	PINT	\$ 0.6389	\$ (0.0505)	\$ 0.0930	\$ 0.0175	\$ 0.70
	12 OUNCE	\$ 0.3757	\$ (0.0379)	\$ 0.0698	\$ 0.0105	\$ 0.42
	10 OUNCE	\$ 0.2908	\$ (0.0316)	\$ 0.0581	\$ 0.0081	\$ 0.33
	1/2 PINT	\$ 0.2595	\$ (0.0253)	\$ 0.0465	\$ 0.0072	\$ 0.29
	4 OUNCE	\$ 0.1705	\$ (0.0126)	\$ 0.0233	\$ 0.0046	\$ 0.19
	Bulk per Quart	\$ 0.9094	\$ (0.1010)	\$ 0.1860	\$ 0.0255	\$ 1.02

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.1860	Store Profit 2.5%	Proposed Retail Price	
FLAVORED MILK	GALLON	\$ 4.0017	\$ (0.4040)	\$ 0.7440	\$ 0.1113	\$ 4.45
	1/2 GALLON	\$ 2.0554	\$ (0.2020)	\$ 0.3720	\$ 0.0571	\$ 2.28
	QUART	\$ 1.1407	\$ (0.1010)	\$ 0.1860	\$ 0.0314	\$ 1.26
	PINT	\$ 0.7141	\$ (0.0505)	\$ 0.0930	\$ 0.0194	\$ 0.78
	12 OUNCE	\$ 0.4321	\$ (0.0379)	\$ 0.0698	\$ 0.0119	\$ 0.48
	10 OUNCE	\$ 0.3378	\$ (0.0316)	\$ 0.0581	\$ 0.0093	\$ 0.37
	1/2 PINT	\$ 0.2970	\$ (0.0253)	\$ 0.0465	\$ 0.0082	\$ 0.33
	4 OUNCE	\$ 0.1892	\$ (0.0126)	\$ 0.0233	\$ 0.0051	\$ 0.21
	Bulk per Quart	\$ 1.0596	\$ (0.1010)	\$ 0.1860	\$ 0.0293	\$ 1.17
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.6866	\$ (0.4040)	\$ 0.7440	\$ 0.1032	\$ 4.13
	1/2 GALLON	\$ 1.8979	\$ (0.2020)	\$ 0.3720	\$ 0.0530	\$ 2.12
	QUART	\$ 1.0619	\$ (0.1010)	\$ 0.1860	\$ 0.0294	\$ 1.18
	PINT	\$ 0.6747	\$ (0.0505)	\$ 0.0930	\$ 0.0184	\$ 0.74
	12 OUNCE	\$ 0.4025	\$ (0.0379)	\$ 0.0698	\$ 0.0111	\$ 0.45
	10 OUNCE	\$ 0.3132	\$ (0.0316)	\$ 0.0581	\$ 0.0087	\$ 0.35
	1/2 PINT	\$ 0.2773	\$ (0.0253)	\$ 0.0465	\$ 0.0077	\$ 0.31
	4 OUNCE	\$ 0.1794	\$ (0.0126)	\$ 0.0233	\$ 0.0049	\$ 0.20
	Bulk per Quart	\$ 0.9809	\$ (0.1010)	\$ 0.1860	\$ 0.0273	\$ 1.09
FLAVORED NONFAT MILK	GALLON	\$ 3.4562	\$ (0.4040)	\$ 0.7440	\$ 0.0973	\$ 3.89
	1/2 GALLON	\$ 1.7827	\$ (0.2020)	\$ 0.3720	\$ 0.0501	\$ 2.00
	QUART	\$ 1.0043	\$ (0.1010)	\$ 0.1860	\$ 0.0279	\$ 1.12
	PINT	\$ 0.6459	\$ (0.0505)	\$ 0.0930	\$ 0.0177	\$ 0.71
	12 OUNCE	\$ 0.3810	\$ (0.0379)	\$ 0.0698	\$ 0.0106	\$ 0.42
	10 OUNCE	\$ 0.2952	\$ (0.0316)	\$ 0.0581	\$ 0.0082	\$ 0.33
	1/2 PINT	\$ 0.2629	\$ (0.0253)	\$ 0.0465	\$ 0.0073	\$ 0.29
	4 OUNCE	\$ 0.1722	\$ (0.0126)	\$ 0.0233	\$ 0.0047	\$ 0.19
	Bulk per Quart	\$ 0.9233	\$ (0.1010)	\$ 0.1860	\$ 0.0259	\$ 1.03
BUTTERMILK	GALLON	\$ 3.8650	\$ (0.4040)	\$ 0.7440	\$ 0.1078	\$ 4.31
	1/2 GALLON	\$ 1.9872	\$ (0.2020)	\$ 0.3720	\$ 0.0553	\$ 2.21
	QUART	\$ 1.1065	\$ (0.1010)	\$ 0.1860	\$ 0.0306	\$ 1.22
	PINT	\$ 0.6970	\$ (0.0505)	\$ 0.0930	\$ 0.0190	\$ 0.76
	12 OUNCE	\$ 0.4192	\$ (0.0379)	\$ 0.0698	\$ 0.0116	\$ 0.46
	10 OUNCE	\$ 0.3271	\$ (0.0316)	\$ 0.0581	\$ 0.0091	\$ 0.36
	1/2 PINT	\$ 0.2885	\$ (0.0253)	\$ 0.0465	\$ 0.0079	\$ 0.32
	4 OUNCE	\$ 0.1850	\$ (0.0126)	\$ 0.0233	\$ 0.0050	\$ 0.20
	Bulk per Quart	\$ 1.0254	\$ (0.1010)	\$ 0.1860	\$ 0.0285	\$ 1.14

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.1860	Store Profit 2.5%	Proposed Retail Price

EGG NOG	GALLON	\$ 6.0336	\$ (0.4040)	\$ 0.7440	\$ 0.1634	\$ 6.54
	1/2 GALLON	\$ 3.0714	\$ (0.2020)	\$ 0.3720	\$ 0.0831	\$ 3.32
	QUART	\$ 1.6487	\$ (0.1010)	\$ 0.1860	\$ 0.0445	\$ 1.78
	PINT	\$ 0.9681	\$ (0.0505)	\$ 0.0930	\$ 0.0259	\$ 1.04
	12 OUNCE	\$ 0.6225	\$ (0.0379)	\$ 0.0698	\$ 0.0168	\$ 0.67
	10 OUNCE	\$ 0.4965	\$ (0.0316)	\$ 0.0581	\$ 0.0134	\$ 0.54
	1/2 PINT	\$ 0.4241	\$ (0.0253)	\$ 0.0465	\$ 0.0114	\$ 0.46
	4 OUNCE	\$ 0.2528	\$ (0.0126)	\$ 0.0233	\$ 0.0068	\$ 0.27
	Bulk per Quart	\$ 1.5676	\$ (0.1010)	\$ 0.1860	\$ 0.0424	\$ 1.70