#### STAFF TESTIMONY BEFORE THE PENNSYLVANIA MILK MARKETING BOARD Small Delivery Cost Hearing

#### July 2, 2014

Good morning. My name is Dave DeSantis and I am the Chief of Enforcement & Accounting for the Pennsylvania Milk Marketing Board.

The purpose of this hearing is to present evidence that the Board may wish to use to adjust the small delivery amount that we use to calculate resale prices each month.

In general, resale prices are the sum of the prices paid to the dairy farmers including the Over-Order Premium and the amounts paid above the Board-mandated minimum price termed the Over-Price Premium. To this farm price, we add the dealer's average costs for processing, packaging and delivering the milk, along with ingredient and container costs. To these major cost components, we add several miscellaneous adjustments along with profit to arrive at the average delivered cost for each type of milk in each size and type of container regulated by the Board.

If all dealers delivered all their milk to exactly average customers, we could stop here. As we know not all customers receive the same amount of milk or the same level of service. It is far less expensive, on a per unit basis, to deliver milk to a large customer receiving thousands of quarts of milk, than to deliver milk to a small customer receiving less than a hundred quarts of milk per delivery.

One of the goals of our pricing system is to match the delivered cost with the resale price. It is for this reason that, after we calculate the average delivered cost, we subtract out the average delivery cost. This gives us a dock cost or an average cost without any delivery component. To this dock cost we add the cost of a small delivery. By adding the cost of a small delivery, we now have a price from which we can provide progressively deeper discounts to account for the greater efficiency and reduced costs of larger deliveries. A more detailed description of the price buildup process is included in each of the base pricing Orders.

We normally only do the detailed studies of small deliveries when we have general price hearings, which is when we address all aspects of an area resale pricing Order. The dealers have indicated that there is urgency to updating the small delivery cost in all Milk Marketing Areas. Board Staff were initially consulted about route selections but subsequently routes were chosen by PAMD. Board Staff do not concur about all of the route selections, and would require more time to review them thoroughly and where necessary to select and study other routes. Board Staff provided preliminary feedback to PAMD, but while that dialogue was still in process, we decided to propose an alternative method. We are suggesting that existing small delivery costs can be updated using publications from the U.S. Bureau of Labor Statistics and the Board's own audited data. If the Board would like us to provide a thorough response to the PAMD route studies, we would respectfully ask for more time in which to do that.

### Staff Exhibit 1

Staff Exhibit 1 is a summary of costs for all cross-section dealers throughout the state for delivery. We observe that there is considerable variability in the ratio of wages to total delivery costs among the cross-section dealers. By using a state-wide average *ratio* for wages as a percentage of all delivery costs, this variability is normalized. The average delivery *costs* in each area are the actual costs in that area. Our proposal is to normalize the *ratio* of wage-related costs to total delivery costs, not the costs themselves. Wage-related costs represent 47.44% of all delivery costs statewide.

### Staff Exhibit 2

Staff Exhibit 2 allows us to identify when the current small delivery cost was first used and the period the small delivery studies were based on. The study year for small delivery costs will permit us to adjust labor costs based on statistics published by the US Bureau of Labor Statistics. We see that Areas 1, 2, 5 and 6 were based on small delivery studies conducted using 2007 data and Areas 3 and 4 were based on 2008 information. This exhibit also shows the change in average delivery from the base period to the most current average delivery from our latest cost replacement hearings. We believe that the change in average delivery costs is an acceptable metric to adjust non-wage related costs in small delivery.

### Staff Exhibit 3

Now that we have identified the years that the small delivery studies were based on in Staff Exhibit 2, we can use the information supplied by the U.S. Bureau of Labor Statistics, Occupational Employment Statistics Division to update labor costs. We have selected the Truck Drivers, Grocery Hourly Mean Wage as the most representative index of wages for drivers transporting milk from processing dairies to retailers. To make sure this was the proper index, I contacted the Bureau of Labor Statistics and the Occupational Employment Statistics Division to learn exactly how their data is gathered and what information is included. This statistic uses the wages of all truck drivers for vendors that transport goods from food vendors to retailers. I was assured that milk truck drivers were a significant part of this data. Based on the BLS publications which are **Staff Exhibits 5, 6 and 7**, wages have increased 6.45% since 2008 and 10.27% since 2007. This is the national index because this job category is not available on the state or regional level.

#### Staff Exhibit 4

Using the base order small delivery cost, Staff Exhibit 4 shows the calculation to adjust the small delivery cost.

Column A is the small delivery cost that is now part of the resale price calculation and was established at the last general pricing hearing.

Column B is the percentage of costs attributable to wages on a state-wide basis from Staff Exhibit 1.

Column C shows the wage-related delivery costs by simply multiplying Column A times Column B.

Column D provides the non-wage-related costs by subtracting the wage-related expenses in Column C from the total small delivery costs in Column A.

Column E shows the percentage of wage-related costs from Staff Exhibit 3.

Column F shows the percentage of non-wage-related costs from Staff Exhibit 2.

Column G calculates the wage-related cost increases by multiplying the wage-related costs in Column C by the percentage of wage-related cost increases in Column E.

Column H calculates the non-wage-related cost increases by multiplying the non-wagerelated costs in Column D by the percentage of non-wage-related cost increases in Column F.

Column I simply adds Columns G and H to provide a total recommended adjustment to the small delivery cost in each milk marketing area on a per quart basis.

We also recommend as an integral part of this methodology that the average delivery cost in the wholesale price build up be updated by using the amounts stated in Column D of Staff Exhibit 2. Both should be updated simultaneously. If the small delivery cost is updated without updating the average delivery cost, the difference between them will be greater than it should be. These two costs can remain the same for several years, or they can be updated in tandem annually during the cost replacement process.

I also have a few general comments about the efficacy of updating the small delivery cost. As I stated earlier, one of the goals of our pricing system is to match the delivered cost with the resale price. By adjusting only the small delivery cost we only address sales that are not discounted. The discount structure has not been significantly adjusted for decades, other than the changes in Area 4. I began summarizing the discount structure on the monthly price announcements in 1990. Comparing that summary (**Staff Exhibit 8**) with the most recent summary (**Staff Exhibit 9**) shows that

most of the discount percentages and minimum quantities have not changed or have changed very little.

As prices rise, percentage discounts provide ever-larger discounts without regard to the actual cost of making the delivery. Official General Order A-972 was adopted by the Board to address the effects of percentage discounts on resale prices, but it has become increasingly ineffectual. If the Board adopts the recommended adjustment to small delivery costs, it will not resolve the percentage discount problem. In my view, the most comprehensive solution to this problem is to have general price hearings in each milk marketing area and do not only small delivery studies but also large delivery studies that will provide the Board with enough information to once again match the delivered cost for each discount category with the resale price.

I would add that the most effective discount methodology is the use of cents per quart. Unlike percentages that fluctuate with not only the overall cost of milk but also with the product delivered (a gallon of standard milk yields a higher discount using percentages than a gallon of skim milk even though they cost exactly the same to deliver), cents per quart discounts can be directly adjusted based on cost. At present, using the discount effect order (OGO A-972), undiscounted sales subsidize discounted sales.

In conclusion, we recommend the Board accept the adjustments to the small delivery cost provided in Staff Exhibit 4, and we encourage the Board to consider general price hearings to adjust the discount methodology.

### PENNSYLVANIA MILK MARKETING BOARD Summary of Delivery Cost Centers Cross-Section Dealers 2013 Data

| Wages  | 84,820,499 |              |             |
|--|------------|--------------|-------------|
| Wage Related Expenses<br>Total Wage Related Expenses | 34,671,700 | 119,492,200  |             |
|  |            | 113, 132,200 |             |
| Repair & Maintenance                                 | 7,379,053  |              |             |
| Supplies   | 825,550    |              |             |
| Depreciation   | 6,607,673  |              |             |
| Utilities & Heating Fuel                             | 630,839    |              |             |
| Insurance  | 1,432,471  |              |             |
| Taxes, Licenses & Permits                            | 2,319,638  |              |             |
| Gasoline, Oil & Grease                               | 24,744,124 |              |             |
| Tires & Tubes  | 1,071,506  |              |             |
| Rent   | 7,603,860  |              |             |
| Advertising  | 603,578    |              |             |
| All Other Delivery Expenses                          | 21,227,572 |              |             |
| Direct Delivery Expenses                             |            | 74,445,863   |             |
| Total Direct Dalivery Evenences                      |            |              |             |
| Total Direct Delivery Expenses                       |            |              | 193,938,063 |
| Administrative & Other Service Expenses              |            |              | 57,919,394  |
|  |            |              |             |
| Total Delivery Expenses                              |            |              | 251,857,457 |
| Percentage of Wage Polated Exponent to Total         |            |              | 47.44%      |
| Percentage of Wage-Related Expenses to Total         |            |              | 4/.44/0     |

### PENNSYLVANIA MILK MARKETING BOARD Calculation of Average Delivery Cost Increases Base Year to Present

|      | Α              | В        | С        | D        | E           |
|------|----------------|----------|----------|----------|-------------|
|      |                |          |          |          | (D - C) / C |
|      |                |          | Base     |          |             |
|      |                | Study    | Order    | Current  |             |
|      | Date Current   | Year for | Average  | Average  | Percentage  |
|      | Small Delivery | Small    | Delivery | Delivery | of Increase |
| Area | First Used     | Delivery | Cost     | Cost     | Over Base*  |
|      |                |          |          |          |             |
| 1    | June-08        | 2007     | 0.1161   | 0.1267   | 9.13%       |
| 2    | July-08        | 2007     | 0.0772   | 0.0839   | 8.68%       |
| 3    | March-07       | 2006     | 0.1071   | 0.1248   | 16.53%      |
| 4    | February-08    | 2006     | 0.0927   | 0.1088   | 17.37%      |
| 5    | October-08     | 2007     | 0.1166   | 0.1305   | 11.92%      |
| 6    | December-07    | 2006     | 0.1219   | 0.1410   | 15.67%      |

\* Used for Non-Wage-Related Costs

## **PENNSYLVANIA MILK MARKETING BOARD**

### Calculation of Hourly Rate Increases Bureau of Labor Statistics

| Occupational Employment Statisics                | Mean<br>Hourly<br>Wage | Percentage of<br>Increase Over<br>Base Year |
|--|------------------------|---|
| Truck Drivers, Grocery Hourly Mean Wage May 2013 | \$ 21.47               |   |
| Truck Drivers, Grocery Hourly Mean Wage May 2006 | \$ 18.65               | 15.12%                                      |
| Truck Drivers, Grocery Hourly Mean Wage May 2007 | \$ 19.47               | 10.27%                                      |

Standard Occupational Classification #53-3032

# PENNSLYLVANIA MILK MARKETING BOARD Calculation of Increase in Small Delivery Costs

|      | Α                               | В   | С                           | D                                | E   | F  | G                            | н                                   | I                               |
|------|---------------------------------|---|-----------------------------|----------------------------------|---|--|------------------------------|-------------------------------------|---------------------------------|
|      |                                 | (Staff Ex. 1)                             | (A X B)                     | (A - C)                          | (Staff Ex. 3)                                 | (Staff Ex. 2)                              | (C X E)                      | (D X F)                             | (G + H)                         |
|      | Base Order<br>Small<br>Delivery | Percentage of<br>Delivery<br>Attributable | Wage<br>Related<br>Delivery | Delivery<br>Costs Not<br>Related | Percentage of<br>Increase for<br>Wage-Related | Percentage of<br>Increase for<br>Non-Wage- | Wage-<br>Related<br>Increase | Non-Wage-<br>Related<br>Increase in | Total<br>Adjustment<br>to Small |
| Area | Cost                            | to Wages                                  | Costs                       | to Wages                         | Costs   | Related Costs                              | in Costs                     | Costs                               | Delivery                        |
|      |                                 |   |                             |                                  |   |  |                              |                                     |                                 |
| 1    | 0.2341                          | 47.44%                                    | 0.1111                      | 0.1230                           | 10.27%  | 9.13%                                      | 0.0114                       | 0.0112                              | 0.0226                          |
| 2    | 0.2081                          | 47.44%                                    | 0.0987                      | 0.1094                           | 10.27%  | 8.68%                                      | 0.0101                       | 0.0095                              | 0.0196                          |
| 3    | 0.2000                          | 47.44%                                    | 0.0949                      | 0.1051                           | 15.12%  | 16.53%                                     | 0.0143                       | 0.0174                              | 0.0317                          |
| 4    | 0.2038                          | 47.44%                                    | 0.0967                      | 0.1071                           | 15.12%  | 17.37%                                     | 0.0146                       | 0.0186                              | 0.0332                          |
| 5    | 0.2134                          | 47.44%                                    | 0.1012                      | 0.1122                           | 10.27%  | 11.92%                                     | 0.0104                       | 0.0134                              | 0.0238                          |
| 6    | 0.2096                          | 47.44%                                    | 0.0994                      | 0.1102                           | 15.12%  | 15.67%                                     | 0.0150                       | 0.0173                              | 0.0323                          |

|                    |                            |  |  |   |   |   |   |  | Fo   | ollow Us 💭   What's   | s New   Release Caler  |
|--------------------|----------------------------|--|--|---|---|---|---|--|--|---|--|
|                    |                            |  |  |   |   |   |   |  |  | Search BLS.gov  | ,  |
| Home               | Subjects                   | Data Tools   | Publicat   | ions  | Economic  | Release   | es S  | tudents  | Beta   |   |  |
| Occ                | upation                    | al Emplo   | ymen   | t Sta   | atistics  |   |   |  | SHARE C  | DN: 📑 🖿 in Oe   | es 📄 Font Size: 🖃 (  |
| BROWSE O           | DES                        | Occupatio  | onal Ei  | mplo  | yment   | and \   | Nage  | s, May   | 2013   | 3   |  |
| OES HOME           |                            |  |  | •   |   |   | Ŭ   |  |  |   |  |
| OES OVERVI         | IEW                        | 53-3032 H  | eavy a   |   | actor-11  | allel   | TTUCK   | Drivers  | •  |   |  |
| OES NEWS F         | RELEASES                   |  |  |   |   |   | city of at I  | east 26,000  | ) pounds (   | Gross Vehicle Weig  | ght (GVW). May be  |
| OES DATA           |                            | unload truck. Re   | quires com   | mercial   | drivers' licens   | e.  |   |  |  |   |  |
| OES CHARTS         | S                          | Notional actimate  | o for this .   |   |   |   |   |  |  |   |  |
| OES MAPS           |                            | National estimate  |  |   | <u>n</u>  |   |   |  |  |   |  |
| OES PUBLIC         |                            | Geographic profi   | le for this o  | occupatio   | <u>on</u>   |   |   |  |  |   |  |
| OES DATABA         | ASES                       | National estim   | ates for tl  | nis occi  | upation: To   | n   |   |  |  |   |  |
| OES FAQS           |                            | Employment esti  |  |   | · —   |   | occupatio   | n:   |  |   |  |
| CONTACT O          | ES                         |  |  |   |   |   |   |  |  |   |  |
| SEARCH OE          | S Go                       | Employment (   | 1) Emplo<br>RSE  |   | Mean hourl<br>wage  | -   | annual<br>ge <u>(2)</u>   | Wage RSI   | <u>(3)</u>   |   |  |
|                    |                            | 1,585,300  | 0.6  | %   | \$19.68   | \$40  | 0,940   | 0.3 %  |  |   |  |
| OES TOPIC          |                            | Percentile wage  | estimates f  | or this o   | ccupation:  |   |   |  |  |   |  |
| RESPONDEN          |                            |  |  |   | 50%   |   |   | 1  |  |   |  |
| SPECIAL NO         |                            | Percentile   | 10%  | 25%   | (Median)  | 75%   | 90%   |  |  |   |  |
| SPECIAL NO         | TICES                      | Hourly Wage  | ¢10.10   | #1F 02  | \$18.61   | \$23.24   | \$28.66   |  |  |   |  |
| Sub                | oscribe                    | Annual Wage (2   | e for this   | publishe  | ) \$38,700<br>tion: <u>Top</u><br>d employmer   | \$48,330  | \$59,620<br>ages for t  |  | ion are pr   | ovided. For a list c  | of all industries with   |
| to th              |                            | Annual Wage (2<br>Industry profile<br>Industries with th   | \$25,330<br><b>a</b> for this<br>he highest<br>his occupat<br>he highest   | \$31,270<br>occupa<br>publishe<br>ion, see<br>levels of   | tion: <u>Top</u><br>d employmenthe <u>Create C</u>  | \$48,330<br>nt and wa<br>ustomize   | \$59,620<br>ages for t<br>ed Tables   | function.  | ent of   | ovided. For a list o  | of all industries with   |
| Sub<br>to th       | oscribe<br>he OES          | Annual Wage (2<br>Industry profile<br>Industries with themployment in the<br>Industries with the Industries with th  | ) \$25,330<br>e for this<br>ne highest<br>nis occupat<br>ne highest<br>Indus   | \$31,270<br>occupa<br>publishe<br>ion, see<br>levels of<br>try  | tion: <u>Top</u><br>d employment<br>the <u>Create C</u><br>employment   | \$48,330<br>Int and wa<br>ustomize<br>in this o   | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)   | function.<br>t<br>Perc<br>ind<br>emple   | ent of<br>ustry<br>pyment  | Hourly mean<br>wage   | Annual mean<br>wage (2)  |
| Sub<br>to th       | oscribe<br>he OES          | Annual Wage [2] Industry profile Industries with th employment in th Industries with th Generation   | ) \$25,330<br>e for this<br>ne highest<br>ne highest<br>Indus  | \$31,270<br>occupa<br>publishe<br>ion, see<br>levels of<br>try  | tion: Top<br>d employmen<br>the <u>Create C</u><br>employment   | \$48,330<br>Int and wa<br>ustomize<br>in this o<br>Em   | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)<br>577,090  | function.<br>t Perc<br>ind<br>emplo<br>6'  | ent of<br>ustry<br>oyment  | Hourly mean<br>wage<br>\$20.32  | Annual mean<br>wage (2)<br>\$42,260  |
| Sub<br>to th       | oscribe<br>he OES          | Annual Wage [2] Industry profile Industries with th employment in th Industries with th Gen Spec   | \$25,330     \$25,330     \$ | \$31,270<br>occupa<br>publishe<br>ion, see<br>levels of<br>try<br><u>try</u><br><u>trucki<br/>ght Trucki</u><br><u>Product</u>  | tion: <u>Top</u><br>d employment<br>the <u>Create C</u><br>employment<br><u>ng</u><br><u>king</u>   | \$48,330 Int and wastomize In this o Em   | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)   | function.<br>t Perc<br>ind<br>emple<br>6'<br>5:  | ent of<br>ustry<br>pyment  | Hourly mean<br>wage   | Annual mean<br>wage (2)  |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage [2] Industry profile Industries with th employment in th Industries with th Gen Spec   | \$25,330     \$25,330     \$25,330     \$  | \$31,270<br>occupa<br>publishe<br>ion, see<br>levels of<br>try<br><u>try</u><br><u>try</u><br><u>Product</u>  | tion: Top<br>d employment<br>the <u>Create C</u><br>employment<br>remployment<br><u>ng</u><br><u>king</u><br><u>Merchant</u>  | \$48,330  | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)<br>577,090<br>227,590<br>65,860   | function.<br>t Perc<br>ind<br>emplo<br>6<br>5<br>9   | eent of<br>ustry<br>oyment<br>1.49<br>3.04   | Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$21.47  | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660  |
| Sub<br>to th       | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Industry profile<br>Industries with the<br>employment in the<br>Industries with the<br>Generation of the<br>Generation of the second se   | \$25,330     \$25,330     \$25,330     \$  | \$31,270<br>occupa<br>publishe<br>ion, see<br>levels of<br>try<br><u>try</u><br><u>try</u><br><u>Product alers</u><br><u>roduct M</u>   | tion: <u>Top</u><br>d employment<br>the <u>Create C</u><br>employment<br><u>ing</u><br><u>king</u><br><u>Merchant</u><br><u>ianufacturing</u>   | \$48,330 at and wa ustomize in this o Em  | \$59,620<br>ages for t<br>ed Tables<br>occupation<br>ploymer<br>(1)<br>577,090<br>227,590   | function.<br>n:<br>nt<br>Perc<br>ind<br>emple<br>6<br>5<br>9<br>9<br>20  | eent of<br>ustry<br>oyment<br>1.49<br>3.04   | Hourly mean<br>wage<br>\$20.32<br>\$19.80   | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170  |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Industry profile<br>Industries with the<br>employment in the<br>Industries with the<br>Generation of the<br>Generation of the second se   | \$25,330     \$25,330     \$25,330     \$  | \$31,270<br>occupa<br>publishe<br>ion, see<br>levels of<br>try<br><u>try</u><br><u>try</u><br><u>try</u><br><u>trucki<br/>aders</u>   | tion: <u>Top</u><br>d employment<br>the <u>Create C</u><br>employment<br>mg<br>king<br><u>Merchant</u><br>lanufacturing<br>tractors   | \$48,330 Int and wa Ustomize In this o Em E   | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)<br>577,090<br>227,590<br>65,860<br>50,710<br>36,540   | function.<br>n:<br>Perce<br>ind<br>emple<br>6<br>5<br>5<br>9<br>2<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>7<br>6<br>7<br>6<br>7<br>6<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7  | eent of<br>ustry<br>oyment<br>1.49<br>3.04<br>.00<br>9.54  | Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$21.47<br>\$18.44   | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660<br>\$38,360  |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Industry profile<br>Industries with themployment in the<br>Industries with themployment in the<br>Industries with the<br>Generation of the second   | \$25,330     \$25,330     \$25,330     \$  | \$31,270<br>occupa<br>publishe<br>ion, see<br>levels of<br>try<br><u>try</u><br><u>try</u><br><u>trucki</u><br><u>ght Trucki</u><br><u>ght Trucki</u><br><u>ght Trucki</u><br><u>ght Trucki</u><br><u>ght Crucki</u><br><u>coduct M</u><br><u>ade Cont</u>  | tion: <u>Top</u><br>d employment<br>the <u>Create C</u><br>employment<br>mg<br>king<br><u>Merchant</u><br>lanufacturing<br>tractors   | \$48,330 Int and was ustomized In this o Em Em Interpretation Inter | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)<br>577,090<br>227,590<br>65,860<br>50,710<br>36,540   | function.<br>t Perc<br>ind<br>emplo<br>6'<br>5:<br>9<br>20<br>20<br>6<br>cupation:<br>t Perc<br>ind<br>emplo<br>6'<br>9<br>9<br>20<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>10<br>1  | eent of<br>ustry<br>oyment<br>1.49<br>3.04<br>.00<br>9.54  | Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$21.47<br>\$18.44   | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660<br>\$38,360  |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Industry profile<br>Industries with the<br>employment in the<br>Industries with the<br>Generation of the second s   | \$25,330     \$25,330     \$25,330     \$  | \$31,270<br>occupa<br>publishe<br>ion, see<br>levels of<br>try<br><u>try</u><br><u>trucki<br/>adt Trucki<br/>adt Trucki<br/>adt Cont</u><br>concenti<br>try   | tion: Top<br>d employment<br>the <u>Create C</u><br>employment<br>remployment<br><u>ing</u><br><u>king</u><br><u>Merchant</u><br><u>ianufacturing</u><br>tractors<br>ration of emp  | \$48,330 Int and wa Ustomize In this o Em Isolate Isola | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)<br>577,090<br>227,590<br>65,860<br>50,710<br>36,540<br>in this oc<br>ploymer  | function.<br>n:<br>nt<br>Perc<br>ind<br>emple<br>6<br>5<br>9<br>20<br>6<br>cupation:<br>nt<br>Perc<br>ind<br>emple<br>6<br>7<br>9<br>20<br>6<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1  | eent of<br>ustry<br>opyment<br>1.49<br>3.04<br>.00<br>9.54<br>.60<br>eent of<br>ustry  | Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$21.47<br>\$18.44<br>\$18.29<br>Hourly mean   | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660<br>\$38,360<br>\$38,040<br>Annual mean   |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Industry profile<br>Industries with the<br>employment in the<br>Industries with the<br>Generation of the second s   | \$25,330     \$25,330     \$25,330     \$  | \$31,270 occupa publishe ion, see levels of try nt Truckl ght Truckl ade Confi try try tTruckl  | tion: Top<br>d employment<br>the <u>Create C</u><br>employment<br>remployment<br><u>ing</u><br><u>Merchant</u><br><u>lanufacturing</u><br>tractors<br>ration of emp   | \$48,330 at and wa ustomize in this o Em is the second seco | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>(1)<br>577,090<br>227,590<br>65,860<br>50,710<br>36,540<br>in this oc<br>ploymer<br>(1)  | function.<br>at Perc<br>ind<br>emplo<br>6<br>5<br>9<br>2<br>9<br>2<br>6<br>cupation:<br>t Perc<br>ind<br>emplo<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6  | eent of<br>ustry<br>poyment<br>1.49<br>3.04<br>.00<br>9.54<br>.60<br>  | Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$21.47<br>\$18.44<br>\$18.29<br>Hourly mean<br>wage   | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660<br>\$38,360<br>\$38,040<br>Annual mean<br>wage (2)   |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Industry profile<br>Industries with the<br>employment in the<br>Industries with the<br>Generation of the second s   | \$25,330     \$25,330     \$25,330     \$  | \$31,270 occupa publishe ion, see levels of try nt Trucki ght Trucki ade Confi try try try try  | tion: Top<br>d employment<br>the <u>Create C</u><br>employment<br>remployment<br><u>remployment</u><br><u>remployment</u><br><u>remployment</u><br><u>remployment</u><br><u>remployment</u><br><u>remployment</u><br><u>remployment</u><br><u>remployment</u><br><u>remployment</u><br><u>remployment</u><br><u>remployment</u>   | \$48,330  | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)<br>577,090<br>227,590<br>65,860<br>50,710<br>36,540<br>in this oc<br>ploymer<br>(1)<br>577,090                      | function.<br>n:<br>nt<br>Perc<br>ind<br>emple<br>6<br>2<br>2<br>6<br>cupation:<br>nt<br>Perc<br>ind<br>emple<br>6<br>5<br>5<br>2<br>9<br>2<br>6<br>5<br>5<br>5<br>5<br>6<br>6<br>5<br>5<br>5<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>7<br>6<br>7<br>6<br>7<br>6<br>7<br>7<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>7<br>8<br>8<br>8<br>7<br>8<br>8<br>8<br>7<br>8<br>8<br>8<br>8<br>8<br>8<br>8<br>8<br>8<br>8<br>8<br>8<br>8 | eent of<br>ustry<br>poyment<br>1.49<br>3.04<br>.00<br>9.54<br>.60<br>  | Hourly mean<br>wage           \$20.32           \$19.80           \$21.47           \$18.44           \$18.29           Hourly mean<br>wage           \$20.32                   | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660<br>\$38,360<br>\$38,040<br>Annual mean<br>wage (2)<br>\$42,260                                     |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Industry profile<br>Industries with the<br>employment in the<br>Industries with the<br>Generation of the second s   | \$25,330     \$25,330     \$25,330     \$  | \$31,270 occupa publishe ion, see levels of try nt Trucki ght Trucki alers oduct M ade Cont try try nt Trucki ght Trucki g | s38,700<br>s38,700<br>tion: Top<br>d employment<br>the <u>Create C</u><br>employment<br>remployment<br>mg<br>king<br><u>Merchant</u><br>anufacturing<br>ractors<br>ration of emp<br>ng<br>king<br>nsportation   | \$48,330 at and wa ustomize in this o Em output outp | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)<br>577,090<br>227,590<br>65,860<br>50,710<br>36,540<br>in this oc<br>ploymer<br>(1)<br>577,090<br>227,590           | function.<br>n:<br>nt<br>Perc<br>ind<br>emple<br>6<br>5<br>9<br>2<br>9<br>2<br>6<br>cupation:<br>nt<br>Perc<br>ind<br>6<br>5<br>5<br>5<br>9<br>9<br>2<br>6<br>6<br>5<br>5<br>5<br>5<br>5<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6<br>6  | eent of<br>ustry<br>poyment<br>1.49<br>3.04<br>.00<br>9.54<br>.60<br>  | Hourly mean<br>wage           \$20.32           \$19.80           \$21.47           \$18.44           \$18.29           Hourly mean<br>wage           \$20.32           \$19.80 | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660<br>\$38,360<br>\$38,040<br>Annual mean<br>wage (2)<br>\$42,260<br>\$41,170                         |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Industry profile<br>Industries with the<br>employment in the<br>Industries with the<br>Generation of the<br>Generation of the<br>Cement and Contents<br>Industries with the<br>Generation of the<br>Generatio | \$25,330     \$25,330     \$25,330     \$  | \$31,270 occupa publishe ion, see levels of try nt Trucki ght Trucki ght Trucki ade Cont try try nt Trucki ght  | s38,700<br>\$38,700<br>tion: <u>Top</u><br>d employment<br>the <u>Create C</u><br>employment<br>remployment<br>mg<br><u>king</u><br><u>Merchant</u><br><u>anufacturing</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>ng</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u><br><u>king</u> | \$48,330  | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>ploymer<br>(1)<br>577,090<br>227,590<br>65,860<br>50,710<br>36,540<br>in this oc<br>ploymer<br>(1)<br>577,090<br>227,590<br>33,920 | function.<br>n:<br>nt<br>Perc<br>ind<br>emple<br>6<br>5<br>9<br>2<br>2<br>6<br>cupation:<br>nt<br>Perc<br>ind<br>emple<br>6<br>5<br>3<br>2<br>1<br>2<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1  | eent of<br>ustry<br>pyment<br>1.49<br>3.04<br>.00<br>2.54<br>.60<br>2.54<br>.60<br>2.54<br>.60<br>2.54<br>.60<br>2.54<br>.60<br>2.54<br>.60<br>2.54<br>.60<br>2.54<br>.60<br>2.54<br>.60<br>2.54<br><br>9.08 | Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$21.47<br>\$18.44<br>\$18.29<br>Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$16.07  | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660<br>\$38,360<br>\$38,040<br>Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$33,420             |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Industry profile<br>Industries with the<br>employment in the<br>Industries with the<br>Generation of the<br>Generation of the<br>Cement and Content of the<br>Generation of the<br>Gener | \$25,330     \$25,330     \$25,330     \$  | \$31,270 occupa publishe ion, see levels of try nt Trucki ght Trucki ght Trucki ade Coni concentri try nt Trucki ght Truck | s38,700 s38,700 tion: Top d employment the <u>Create C</u> employment ing king Merchant anufacturing ration of emp ng king nsportation anufacturing cts Merchant  | \$48,330  | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>(1)<br>577,090<br>227,590<br>65,860<br>50,710<br>36,540<br>in this occ<br>ploymer<br>(1)<br>577,090<br>227,590<br>33,920<br>50,710 | function.<br>n:<br>nt<br>Perc<br>ind<br>emple<br>6<br>5<br>9<br>2<br>2<br>6<br>cupation:<br>nt<br>Perc<br>ind<br>emple<br>6<br>5<br>3<br>2<br>1<br>2<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1  | eent of<br>ustry<br>poyment<br>1.49<br>3.04<br>.00<br>9.54<br>.60<br>  | Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$21.47<br>\$18.44<br>\$18.29<br>Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$16.07<br>\$18.44                                   | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660<br>\$38,360<br>\$38,040<br>Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$33,420<br>\$38,360 |
| Sub<br>to th<br>Up | oscribe<br>he OES<br>pdate | Annual Wage (2<br>Annual Wage (2<br>Industry profile<br>Industries with the<br>employment in the<br>Industries with the<br>Generation of the<br>Generation of the<br>Cement and Content of the<br>Spector of the second of the<br>Spector of the second of the second of the<br>Spector of the second of the sec   | \$25,330     \$25,330     \$25,330     \$  | \$31,270 occupa publishe ion, see levels of try nt Trucki ght Trucki ght Trucki ade Confi try try t Trucki ght  | s38,700 s38,700 tion: Top d employment the <u>Create C</u> employment ing king Merchant anufacturing ration of emp ng king nsportation anufacturing cts Merchant  | \$48,330  Int and wa Ustomize In this o Em Inthis o E In | \$59,620<br>ages for t<br>ad Tables<br>accupation<br>(1)<br>577,090<br>227,590<br>65,860<br>50,710<br>36,540<br>in this occ<br>ploymer<br>(1)<br>577,090<br>227,590<br>33,920<br>50,710 | function.  | eent of<br>ustry<br>poyment<br>1.49<br>3.04<br>.00<br>9.54<br>.60<br>  | Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$21.47<br>\$18.44<br>\$18.29<br>Hourly mean<br>wage<br>\$20.32<br>\$19.80<br>\$16.07<br>\$18.44                                   | Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$44,660<br>\$38,360<br>\$38,040<br>Annual mean<br>wage (2)<br>\$42,260<br>\$41,170<br>\$33,420<br>\$38,360 |

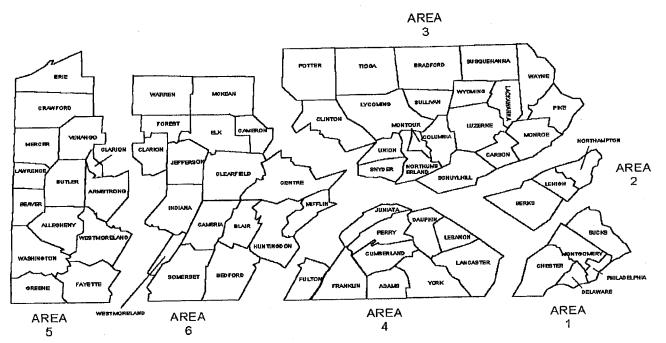
|           |                   |  |  |   |  | TAQS                          |   | Contact Us S  |  | to E-mail Updates  |
|-----------|-------------------|--|--|---|--|-------------------------------|---|---|--|--|
|           |                   |  |  |   |  | I                             | Follow Us   | )   What's Nev  | v   Rele   | ase Calendar   Site  |
|           |                   |  |  |   |  |                               | Sear  | rch BLS.gov   |  | I  |
| Home      | Subjects          | Data Tools   | Publicati  | ons   | Economic   | Release                       | es S  | tudents   | Beta   |  |
| Occ       | cupation          | al Employ  | men  | t Sta   | atistics   | SHARE                         | ON: <b>f</b> 🕻  | oes 📄   | FONT   | SIZE: 🚍 🚹 PRINT: (   |
| BROWSE    | OES               | Occupatio  | nal Fi   | nolor   | vment  | and \                         | Wage  | s. May 2  | 2007   | ,  |
| OES HOME  |                   |  |  |   |  |                               | 0   | o, mag <b>-</b>   |  |  |
| OES OVER  | /IEW              | 53-3032 Truc   | k Drive  | rs, Hea   | avy and T  | ractor                        | -Trailer  |   |  |  |
| OES NEWS  | RELEASES          | Drive a tractor-tra  | iler combi   | nation o  | r a truck witl   | n a capad                     | city of at I  | east 26,000 G   | VW, to   | transport and  |
| OES DATA  |                   | deliver goods, live  |  |   | -  |                               | -   | -   | -  |  |
| OES CHAR  | ΓS                | May require use of   | f automat  | ed routir   | ng equipmen  | t. Requir                     | es comme  | ercial drivers' l   | icense.  |  |
| OES MAPS  |                   | National estimates   | for this o   | occupatio   | <u>on</u>  |                               |   |   |  |  |
| OES PUBLI |                   | Industry profile for   |  |   |  |                               |   |   |  |  |
| OES DATA  |                   | State profile for th<br>Metropolitan area  |  |   | upation  |                               |   |   |  |  |
| OES FAQS  |                   |  |  |   |  | _                             |   |   |  |  |
|           |                   | National estin   | nates fo   | or this (   | occupatio  | n: Top                        | )   |   |  |  |
| CONTACT   | JES               | Employment estim   | ate and r  | nean wa   | ge estimates   | for this                      | occupatio   | n:  |  |  |
| SEARCH O  | ES                |  | Emplo  | vment   | Mean hourl   | v Moan                        | annual  |   |  |  |
|           | Go                | Employment (1  | RSE  |   | wage   |                               | ge <u>(2)</u>   | Wage RSE 🤇  | <u>3)</u>  |  |
| OES TOPI  | cs                | 1,693,590  | 0.6  | %   | \$18.06  | \$3                           | 7,560   | 0.2 %   |  |  |
| RESPONDE  | NTS               | Percentile wage es   | stimates f   | or this o   | ccupation:   | •                             | •   |   |  |  |
| DOCUMEN   | ΓΑΤΙΟΝ            |  |  |   |  |                               |   | 1   |  |  |
| SPECIAL N | OTICES            | Percentile   | 10%  | 25%   | 50%<br>(Median)  | 75%                           | 90%   |   |  |  |
| RELATED L | INKS              | Hourly Wage  | \$11.24  | \$13.79   | \$17.41  | \$21.81                       | \$26.24   |   |  |  |
|           |                   | Annual Wage (2)  | \$23,380   | -   |  |                               | \$54,570  |   |  |  |
|           |                   |  | 420,000  | +20/070   | <i><b>400</b>/220</i>  | + 10/070                      | +0.1010   | ]   |  |  |
|           |                   | Industry profil  | e for th   | is occi   | upation: T   | ор                            |   |   |  |  |
|           |                   | Industries with the  | e highest  | nublicho  |  | ببر امجرم احم                 | ages for t  | his occupation  | are pr   | ovided. For a list   |
| Su        |                   |  |  | publisher   | d employmei  | it and w                      |   |   |  |  |
|           | bscribe           | all industries with  | employm  |   |  |                               | e <u>Create C</u>   | ustomized Tal   | <u>oles</u> fur  | iction.  |
|           | bscribe<br>he OES |  |  | ent in thi  | is occupation  | , see the                     |   |   | <u>oles</u> fur  | ICTION.  |
| to t      |                   | all industries with<br>Industries with the   |  | ent in thi  | is occupation  | , see the                     |   |   | <u>oles</u> fur  | iction.  |
| to t      | he OES            |  |  | ent in thi<br>levels of   | is occupation  | i, see the                    |   | h:<br>Hourly r  | nean   | Γ  |
| to t      | he OES            | Industries with the  | e highest  | levels of   | employment   | i, see the<br>in this c       | occupatior  | t Hourly r  | nean<br>e  | Annual mean  |
| to t      | he OES            | Industries with the  | e highest<br>Indus   | ent in thi<br>levels of<br><b>try</b>   | employment   | i, see the                    | occupatior<br>ploymen   | it Hourly r<br>wag  | nean<br>e<br>2   | Annual mean<br>wage  |
| to t      | he OES            | Industries with the  | e highest<br>Indus<br>eral Freigh<br>lized Frei  | try<br>truckin  | employment   | n, see the                    | occupation<br>ploymen<br>602,170  | i:<br>It Hourly r<br>wag<br>\$19.1  | nean<br>e<br>2<br>78   | Annual mean<br>wage<br>\$39,760  |
| to t      | he OES            | Industries with the Gene   | highest<br>Indus<br>ral Freigh<br>lized Frei<br>poncrete Pr  | try<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking   | is occupation<br>employment<br>ng<br>king<br>anufacturing  | i, see the<br>in this c<br>Em | occupation<br>ploymen<br>602,170<br>220,450   | 1:<br>Hourly r<br>wag<br>\$19.1<br>\$17.7   | <b>nean</b><br>e<br>2<br>78  | Annual mean<br>wage<br>\$39,760<br>\$36,980  |
| to t      | he OES<br>pdate   | Industries with the<br>Gene<br>Specia<br>Cement and Co   | e highest<br>Indus<br>eral Freigh<br>lized Frei<br>oncrete Pr<br>Related P   | try<br>try<br><u>try</u><br><u>trucking<br/>trucking</u><br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>trucking<br>truch   | is occupation<br>employment<br>ng<br>king<br>anufacturing<br>/holesalers   | i, see the<br>in this c<br>Em | occupation<br><b>ploymen</b><br>602,170<br>220,450<br>77,850                                | 1:<br>Hourly r<br>wag<br>\$19.1<br>\$17.7<br>\$16.6   | nean<br>e<br>2<br>78<br>57   | Annual mean<br>wage<br>\$39,760<br>\$36,980<br>\$34,670  |
| to t      | he OES<br>pdate   | Industries with the<br>Gene<br>Specia<br>Cement and Co<br>Grocery and  | e highest<br>Indus<br>eral Freigh<br>lized Frei<br>poncrete Pr<br>Related P<br>Related P   | try<br>try<br><u>ht Truckinght Truckinght Trucking</u><br><u>roduct M</u>   | is occupation<br>employment<br>ng<br>king<br>anufacturing<br>/holesalers<br>ractors  | i, see the<br>in this c<br>Em | bccupation<br><b>ploymen</b><br>602,170<br>220,450<br>77,850<br>63,730                      | n:<br>Hourly r<br>wag<br>\$19.1<br>\$17.7<br>\$16.6<br>\$19.4   | nean<br>e<br>2<br>78<br>57   | Annual mean<br>wage<br>\$39,760<br>\$36,980<br>\$34,670<br>\$40,500  |
| to t      | he OES<br>pdate   | Industries with the<br>Gene<br>Specia<br>Cement and Co<br>Grocery and<br>Other Spe                                     | e highest<br>Indus<br>eral Freigh<br>lized Frei<br>poncrete Pr<br>Related P<br>Related P   | ent in thi<br>levels of<br>try<br>nt Trucking<br>ant Trucking<br>and Tru  | is occupation<br>employment<br>ng<br>king<br>anufacturing<br>/holesalers<br>ractors  | Em                            | bccupation<br><b>ploymen</b><br>602,170<br>220,450<br>77,850<br>63,730                      | Hourly r           tt         Hourly r           \$19.1           \$17.7           \$16.6           \$19.4           \$16.6           \$16.6                  | nean<br>e<br>2<br>78<br>77<br>7<br>30<br>70<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80  | Annual mean<br>wage<br>\$39,760<br>\$36,980<br>\$34,670<br>\$40,500<br>\$34,940                                    |
| to t      | he OES<br>pdate   | Industries with the<br>Gene<br>Specia<br>Cement and Co<br>Grocery and<br>Other Spe                                     | e highest<br>Indus<br>eral Freigh<br>lized Frei<br>poncrete Pr<br>Related P<br>ecialty Tra<br>ries for th<br>Indus                         | ent in thi<br>levels of<br>try<br><u>at Trucking</u><br><u>ade Trucking</u><br><u>roduct Made Cont</u><br>is occupa<br>try  | is occupation<br>employment<br><u>ng</u><br><u>king</u><br><u>anufacturing</u><br><u>/holesalers</u><br><u>ractors</u><br>ation: | Em                            | aploymen<br>602,170<br>220,450<br>77,850<br>63,730<br>47,770                                | Hourly r           Hourly r           \$19.1           \$19.1           \$17.7           \$16.6           \$19.4           \$16.8           Hourly r          | nean<br>e<br>2<br>78<br>67<br>67<br>67<br>60<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80 | Annual mean<br>wage<br>\$39,760<br>\$36,980<br>\$34,670<br>\$40,500<br>\$34,940<br>Annual mean                     |
| to t      | he OES<br>pdate   | Industries with the<br>Gene<br>Specia<br>Cement and Co<br>Grocery and<br>Other Spe<br>Top paying induste<br>Motion Pic | e highest<br>Indus<br>eral Freigh<br>lized Frei<br>poncrete Pr<br>Related P<br>ecialty Tra<br>ries for th<br>Indus                         | try<br>try<br><u>ant Trucking</u><br><u>ant Trucking</u><br><u>ant</u> | is occupation<br>employment<br>ng<br>king<br>anufacturing<br>/holesalers<br>ractors<br>ation:<br>dustries                        | Em                            | 220,450<br>77,850<br>63,730<br>47,770   | Hourly r           wag           \$19.1           \$19.1           \$17.7           \$16.6           \$19.4           \$16.8           Hourly r           wag | nean<br>e<br>2<br>78<br>77<br>7<br>30<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80        | Annual mean<br>wage<br>\$39,760<br>\$36,980<br>\$34,670<br>\$40,500<br>\$34,940<br>Annual mean<br>wage             |
| to t      | he OES<br>pdate   | Industries with the<br>Gene<br>Specia<br>Cement and Co<br>Grocery and<br>Other Spe<br>Top paying induste<br>Motion Pic | e highest<br>Indus<br>eral Freigh<br>lized Frei<br>oncrete Pr<br>Related P<br>ecialty Tra<br>ries for th<br>Indus<br>ture and<br>Vehicle M | try<br>try<br>at Trucking<br>at Trucking<br>and and and and and and and and and and   | is occupation<br>employment<br>ng<br>king<br>anufacturing<br>/holesalers<br>ractors<br>ation:<br>dustries<br>uring               | Em                            | bccupation<br>ploymen<br>602,170<br>220,450<br>77,850<br>63,730<br>47,770<br>ploymen<br>(8) | t Hourly r<br>wag<br>\$19.1<br>\$17.7<br>\$16.6<br>\$19.4<br>\$16.8<br>\$16.8<br><b>Hourly r</b><br>wag<br>\$25.1   | nean<br>e<br>2<br>78<br>77<br>30<br>77<br>30<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80<br>80 | Annual mean<br>wage<br>\$39,760<br>\$36,980<br>\$34,670<br>\$40,500<br>\$34,940<br>Annual mean<br>wage<br>\$52,200 |

|                  |                            |  |  |                                     | A to Z Index      |            |                         |                       | ribe to E-mail Updates |  |  |  |
|------------------|----------------------------|--|--|-------------------------------------|-------------------|------------|-------------------------|-----------------------|------------------------|--|--|--|
|                  |                            |  |  |                                     |                   |            |                         | rch BLS.gov           |                        |  |  |  |
| ome              | Subjects                   | Data Tools   | Publicat   | ions                                | Economic          | Releas     | 1                       | tudents Be            | ta                     |  |  |  |
| Occ              | cupation                   | al Employ  | ymer   | nt Sta                              | atistics          | SHARE      | ON: <b>f</b>            | es 📄 🛛                | ONT SIZE: 🚍 🛨 PRINT: ( |  |  |  |
| ROWSE C          | DES                        | Occupatio  | nal E  | mplo                                | yment             | and \      | Wage                    | s, May 20             | 08                     |  |  |  |
| ES HOME          |                            |  |  |                                     | -                 |            | -                       | -                     |                        |  |  |  |
| ES OVERV         | /IEW                       | 53-3032 Tr   |  | livers                              | , neavy           | anu        | Tacio                   | I-ITallel             |                        |  |  |  |
| ES NEWS          | RELEASES                   | Drive a tractor-trailer combination or a truck with a capacity of at least 26,000 GVW, to transport and  |  |                                     |                   |            |                         |                       |                        |  |  |  |
| S DATA           |                            | -  |  |                                     | -                 |            | -                       |                       | uired to unload truck  |  |  |  |
| S CHART          | ſS                         | May require use o  | of automa  | ted routi                           | ng equipmer       | it. Requir | es comme                | ercial drivers' licei | nse.                   |  |  |  |
| S MAPS           |                            | National estimates   |  |                                     | <u>on</u>         |            |                         |                       |                        |  |  |  |
| S PUBLIC         | CATIONS                    | Industry profile for the State profile for t |  |                                     |                   |            |                         |                       |                        |  |  |  |
| S DATAB          | BASES                      | Metropolitan area  |  |                                     | cupation          |            |                         |                       |                        |  |  |  |
| s faqs           |                            |  |  |                                     |                   |            |                         |                       |                        |  |  |  |
| NTACT C          | DES                        | National estima  | tes for t  | his occı                            | upation: To       | q          |                         |                       |                        |  |  |  |
| RCH OE           | ES                         | Employment estin   |  |                                     | · —               |            | occupatio               | n:                    |                        |  |  |  |
| S TOPIC          | Go<br>CS                   | Employment (1  |  | yment<br>( <u>3)</u>                | Mean hour<br>wage | -          | annual<br>ge <u>(2)</u> | Wage RSE <u>(3)</u>   |                        |  |  |  |
| SPONDE           | NTS                        | 1,672,580  | 0.6  | 5%                                  | \$18.62           | \$3        | 8,720                   | 0.2 %                 |                        |  |  |  |
| CUMENT           | ATION                      | Percentile wage e  | stimates   | for this o                          | ccupation:        |            |                         |                       |                        |  |  |  |
| ECIAL NO         | DTICES                     |  | 1  |                                     | F 00/             |            |                         | 1                     |                        |  |  |  |
| LATED LI         | INKS                       | Percentile   | 10%  | 25%                                 | 50%<br>(Median)   | 75%        | 90%                     |                       |                        |  |  |  |
|                  |                            | Hourly Wage  | \$11.63  | \$14.21                             | \$17.92           | \$22.56    | \$27.07                 |                       |                        |  |  |  |
|                  |                            | Annual Wage (2)  | \$24,190   | \$29,560                            | ) \$37,270        | \$46,920   | \$56,300                | 1                     |                        |  |  |  |
| to t             | bscribe<br>he OES<br>pdate | Industry profile<br>Industries with th<br>all industries with<br>Industries with th  | e highest<br>employm   | publishe<br>lent in th<br>levels of | d employme        | n, see the | e <u>Create C</u>       | Lustomized Tables     | -                      |  |  |  |
|                  |                            | Gen  | eral Freig   | ht Trucki                           | na                |            | 598,320                 | \$19.55               | \$40,660               |  |  |  |
|                  |                            |  | alized Frei  |                                     |                   |            | 217,440                 | \$18.28               | \$38,030               |  |  |  |
|                  |                            | Cement and C   |  |                                     |                   |            | 72,580                  | \$17.20               | \$35,770               |  |  |  |
| Email Address GO |                            | Grocery and  | d Related  | Product                             |                   | ·          | 67,590                  | \$20.17               | \$41,950               |  |  |  |
| nail Addre       |                            | wholesalers  |  |                                     |                   |            |                         |                       |                        |  |  |  |
| nail Addre       |                            | Other Sp   | Other Specialty Trade Contractors     45,890     \$17.51     \$36,420       Top paying industries for this occupation: |                                     |                   |            |                         |                       |                        |  |  |  |
| nail Addre       |                            |  | ecialty Tr   | ade Cont                            |                   |            | 45,890                  | \$17.51               | \$36,420               |  |  |  |
| mail Addre       |                            |  | ecialty Tr   | ade Cont                            |                   | Em         | 45,890<br>aploymer      | Hourly me             |                        |  |  |  |

#### Staff Exhibit 7

|                                    |                        |                             |                             |                             |                             |                             |                             |              | S   |   |  |  |  |  | 8  |
|------------------------------------|------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|---|---|--|--|--|--|--|
|                                    | PLAIN<br>SKIM          | 1.73<br>0.90<br>0.46        | 1.86<br>0.95<br>0.49        | 1.97<br>1.00<br>0.53        | 1.97<br>0.98<br>0.50        | 1.92<br>0.99<br>0.51        | 1.97<br>1.02<br>0.52        |              | ING AREAS   |   |  | T  | X  |  | Staff Exhibit 8                              |
| OF STORE                           | .5% &<br>UNDER<br>2%   | 1.94                        | 2.00<br>1.02<br>0.53        | 2.11<br>1.07<br>0.56        | 2.14<br>1.06<br>0.55        | 2.05<br>1.06<br>0.54        | 2.09<br>1.08<br>0.55        |              | MILK MARKETING  |   |  |  | P  | and the second s | DISCOUNT.                                    |
| RETAIL OUT OF                      | 2% &<br>UNDER<br>3.25% | 2.04<br>1.03<br>0.53        | 2.10<br>1.07<br>0.55        | 2.17<br>1.10<br>0.58        | 2.20<br>1.09<br>0.56        | 2.15<br>1.11<br>0.57        | 2.19<br>1.13<br>0.58        | (2)          | MILF  | d a   |  |  | 5  | ATTEN STORE  | PER.   |
|                                    | HOMO<br>4% &<br>UNDER  | 2.10<br>1.07<br>0.55        | 2.17<br>1.10<br>0.57        | 2.21<br>1.11<br>0.59        | 2.25<br>1.12<br>0.57        | 2.20<br>1.13<br>0.58        | 2.25<br>1.16<br>0.59        | S AVAILABLE  | receive:  | eceive:   | e dock:  | e dock:  | receive:   | eceive:  | ARTS ARE IN 45 FOR EACH                      |
| RESALE PRICES (1)<br>DECEMBER 1990 | PLAIN<br>SKIM          | 1.6968<br>0.8813<br>0.4555  | 1.8267<br>0.9305<br>0.4814  | 1.8692<br>0.9291<br>0.4728  | 1.9349<br>0.9602<br>0.4929  | 1.8228<br>0.9434<br>0.4857  | 1.8667<br>0.9652<br>0.4986  | E DISCOUNT   | es may<br>tts/wk<br>qts/wk                            | ies may r<br>qts/wk                                       | ing up at the<br>18%<br>20%                                    | ing up at the<br>20%                             | entities may r <sup>i</sup><br>0,000 qts/wk.           | entities may re<br>,000 qts/wk   | GALLONS & QUARTS AR<br>QUAL IF ICAT IONS FOR |
| RE                                 | .5% &<br>UNDER<br>2%   | 1.9111<br>0.9886<br>0.5090  | 1.9719<br>1.0032<br>0.5176  | 2.0344<br>1.0625<br>0.5415  | 2.1032<br>1.0444<br>0.5350  | 1.9480<br>1.0060<br>0.5170  | 1.9913<br>1.0276<br>0.5298  | MAJOR WHOLES | JOR WHOU<br>-store<br>s of 1(<br>ss of 1(             | 'del & over 16%<br>multi-store entit<br>veries of 100,000 | stomers picking<br>qts/pickup 18%<br>ckup & over 20%           | customers pick<br>qts/pickup<br>& over 23%       | i-store e<br>es of 100<br>i-store e<br>es of 25,       |  | PLAS C, HALF<br>E DI ILS AND                 |
| WHOLESALE                          | 2% &<br>UNDER<br>3.25% | 2.0108<br>1.0195<br>0.5247  | 2.0743<br>1.0543<br>0.5433  | 2.1348<br>1.0705<br>0.5435  | 2.1574<br>1.0715<br>0.5486  | 2.0492<br>1.0566<br>0.5423  | 2.0916<br>1.0777<br>0.5549  |              | Qualified multi<br>1% on deliverie<br>2% on deliverie | 2,500 qts/del &<br>Qualified multi-<br>2% on deliveries   | Wholesale customer<br>800 - 1,999 qts/pi<br>2,000 qts/pickup & | Wholesale cu<br>  200 - 999 qt<br>qts/pickup & o | Qualified mu<br>2% on delive                           | Qualified mult<br>2% on deliveri   | ORDERS FOR COMPLETE                          |
|                                    | HOMO<br>4% &<br>UNDER  | 2.0724<br>1.0501<br>0.5401  | 2.1388<br>1.0866<br>0.5594  | 2.1900<br>1.0902<br>0.5540  | 2.2129<br>1.0992<br>0.5624  | 2.1007<br>1.0824<br>0.5551  | 2.1466<br>1.1052<br>0.5686  | -            | del 4%  | ر del 13%   | del 4%   | 1 15% 1<br>over 18% 1<br>1,000 q1                | 2017 tr  | 7.5%<br>er 10.5%   | RAL ORDERS F                                 |
|                                    | CONTAINER              | GALLON<br>HALF GAL<br>QUART |              | - 699 qts/del<br>- 1,199 qts/del<br>00 qts/del & over | - 499 qts/del<br>- 999 qts/del<br>00 - 2,499 qts,         | - 249 qts/<br>qts/del &  | 999 qts/de<br>qts/dei &                          | qts/del & over<br>- 1,399 qts/del<br>00 qts/del & over | 200 - 499 qts/del<br>500 qts/del & OVER<br>1,000 qts/del & ov  | GALLON PRICES ARE<br>OFFICIAL GENERAL        |
|                                    | EA SCH                 | <u>י ג</u>                  | IW F                        | MS<br>10                    | MM<br>10                    | 0 0<br>F                    | MN<br>10                    |              | 400 -<br>700 -<br>1,200                               | 200 -<br>500 -<br>1,000                                   | 250  | 1,000  | 1,400 q1<br>700 -<br>1,400                             | 2000<br>- 2000<br>-  | ALL<br>SEE                                   |
|                                    | AREA                   | -                           | 0                           | m                           | ±                           | l n                         | 0                           |              |   | N   | m  |  | l n  | 0  | ES<br>S                                      |

### COMMONWEALTH OF PENNSYLVANIA MILK MARKETING BOARD PENNSYLVANIA MILK MARKETING AREAS



### MAJOR WHOLESALE DISCOUNTS AVAILABLE /1/

|   | Wholesal   | 9   | Multi-Store   | Dock Pickup by S   | tores             |
|---|--|---|---|--|-------------------|
| 1 | min 400 qts/delivery<br>min 700 qts/delivery   | 4%<br>7%<br>13%                           | Multi-store groups take an additional:<br>min 10,000 qts/wk 1%<br>min 100,000 qts/wk 2% | min 4,000 qts/pickup   | 21%               |
| 2 | min 1,200 qts/delivery<br>min 200 qts/delivery<br>min 500 qts/delivery<br>min 700 qts/delivery<br>min 1,000 qts/delivery | 3.5%<br>6.5%<br>9.5%<br>11.5%             | Multi-store groups take an additional:<br>min 100,000 qts/wk 2%                         | min 800 qts/pickup<br>min 2,500 qts/pickup<br>min 4,000 qts/pickup | 18%<br>20%<br>21% |
| 3 | min 200 qts/delivery<br>min 200 qts/delivery<br>min 400 qts/delivery<br>min 600 qts/delivery                             | 4%<br>9%<br>13%                           | Multi-store groups take an additional:<br>min 25,000 qts/wk 2%                          | min 2,000 qts/pickup   | 20.5%             |
| 4 | min 200 qts/delivery<br>min 500 qts/delivery<br>min 1,000 qts/delivery   | \$0.0223/qt<br>\$0.0764/qt<br>\$0.1010/qt | Multi-store groups take an additional:<br>min 200,000 qts/wk 1%                         | min 1,000 qts/pickup<br>min 2,000 qts/pickup                       | 20%<br>23%        |
| 5 | min 400 qts/delivery<br>min 700 qts/delivery<br>min 1,400 qts/delivery   | 4%<br>7%<br>10%                           | Multi-store groups take an additional:<br>min 30,000 qts/wk 2%                          | min 1,700 qts/pickup<br>min 4,000 qts/pickup                       | 15%<br>18%        |
| 6 | min 200 qts/delivery<br>min 500 qts/delivery<br>min 1,000 qts/delivery   | 4%<br>7.5%<br>10.5%                       | Multi-store groups take an additional:<br>min 25,000 qts/wk 2%                          | min 1,000 qts/pickup<br>min 2,000 qts/pickup                       | 15%<br>18%        |

 /1/ See Official General Orders for complete details and qualifications for each Milk Marketing Area and discount catagory.
 www.mmb.state.pa.us
 (Use the "Legal" tab to access Official General Orders)

Staff Exhibit 9