

**Pennsylvania Milk Marketing Board  
SALES IN PMMB AREA 3 BY TYPE OF MILK**

**PERCENTAGE OF CONTROLLED MILK SALES FOR  
ALL DEALERS SELLING IN PMMB AREA 3** <sup>(1) (2)</sup>

Standard Milk	31.58
Flavored Milk	3.13
Egg Nog	0.53
Reduced Fat Flavored Milk	7.21
Nonfat Flavored Milk	4.98
Reduced Fat Milk	26.60
Low Fat Milk	11.23
Buttermilk	0.99
Nonfat Milk	8.37
Mixed Milk	2.51
Sour Cream	1.67
Light Cream	0.16
Medium Cream	0.00
Heavy Cream	1.03
	<u>99.99%</u> <sup>(4) (5)</sup>

**PERCENTAGE OF CONTROLLED MILK SALES FOR  
CROSS-SECTION DEALERS SELLING IN PMMB AREA 3** <sup>(1) (2) (3)</sup>

Standard Milk	33.15
Flavored Milk	3.04
Egg Nog	0.56
Reduced Fat Flavored Milk	6.57
Nonfat Flavored Milk	6.99
Reduced Fat Milk	26.64
Low Fat Milk	11.88
Buttermilk	0.90
Nonfat Milk	7.78
Mixed Milk	1.60
Sour Cream	0.13
Light Cream	0.08
Medium Cream	0.00
Heavy Cream	0.68
	<u>100.0%</u> <sup>(4)</sup>

(1) Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2019

(2) Pounds of Milk used in deriving percentages.

(3) The cross-section dealers supply 68.1% of the reported milk sales to this area:

- \* Clover Farms Dairy Company
- \* Dan Ed Corporation (T/A Guers Dairy)
- \* Dean Dairy Holdings Inc. (DBA Swiss Premium Dairy)
- \* Monroe County Milk Producer's Coop (DBA Pocono Mountain Dairy)
- \* Turkey Hill LP
- \* Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven Location)
- \* Tuscan/Lehigh Valley Dairies, Inc. (Lansdale Location)
- \* Valley Farms Dairy LLC

(4) Percentages show the milk product ratios sold by the two populations. Their accumulated differences are tabulated to a chi-square value and similarity is accepted or rejected.

(5) 99.99% is a rounding error.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY**  
**YEAR 2019 DATA**

<b>Cost Center</b>	<b>Weighted Costs</b>	<b>Weighted Points</b>	<b>Cost per Point</b>
<b>Receiving, Lab &amp; Field Work</b>	\$ 1,757,708	102,042,135	\$ 0.0172
<b>Standardization &amp; Pasteurization</b>	\$ 3,394,358	145,321,489	\$ 0.0234
<b>Bottling</b>	\$ 5,903,687	137,947,307	\$ 0.0428
<b>Cold Room</b>	\$ 6,304,753	152,763,947	\$ 0.0413
<b>Delivery</b>	\$ 14,606,255	111,792,283	\$ 0.1307
<b>Selling</b>	\$ 2,830,687	109,529,292	\$ 0.0258

**Total Cost per Point** **\$ 0.2812**

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**CONTAINER COSTS**  
**YEAR 2019 UNITS (@ APRIL 2020 COSTS)**

A		B	C	D	E	F	G	H
					(C + D)			(F x (1+G))
Container Size		Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to DEC-2020) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 1,204,066	6,605,275	\$ 0.1823			
		Purchased	\$ 834,808	3,604,863	\$ 0.2316			
			\$ 2,038,874	10,210,138	\$ 0.1997	\$ 0.1819	1.77%	\$ 0.1851
1/2 GALLON	Plastic	Blow Molded	\$ 74,316	560,831	\$ 0.1325			
		Purchased	\$ 1,728,886	11,440,832	\$ 0.1511			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,803,202	12,001,663	\$ 0.1502	\$ 0.1404	1.26%	\$ 0.1422
QUART	Plastic	Purchased	\$ 350,786	3,227,712	\$ 0.1087			
	Paper	Purchased	\$ 31,702	346,940	\$ 0.0914			
	Combined		\$ 382,488	3,574,652	\$ 0.1070	\$ 0.1263	1.57%	\$ 0.1283
PINT	Plastic	Purchased	\$ 124,826	1,268,061	\$ 0.0984			
	Paper	Purchased	\$ 39,986	755,933	\$ 0.0529			
	Combined		\$ 164,812	2,023,994	\$ 0.0814	\$ 0.0853	1.62%	\$ 0.0867
12 Ounce <sup>(1)</sup>		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce <sup>(1)</sup>		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic	Purchased	\$ 34,682	492,849	\$ 0.0704	\$ 0.0737	0.92%	\$ 0.0744
	Paper	Purchased	\$ 992,049	52,236,995	\$ 0.0190	\$ 0.0244	0.85%	\$ 0.0246
4 Ounce	Paper	Purchased	\$ 95,849	5,278,802	\$ 0.0182	\$ 0.0182	1.53%	\$ 0.0185
Bulk Per Quart		Purchased	\$ 44,671	1,312,884	\$ 0.0340	\$ 0.0340	1.30%	\$ 0.0344

Footnote:

1. None of the Area 3 cross-section Dealers bottled price-Controlled product in this size container during Year 2019. The cost per unit presented is per a prior year.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER**  
**YEAR 2019 POUNDS (@ APRIL 2020 COSTS)**

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 896	61,585,223	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 5,307	50,145,527	\$ <b>0.0001</b>
<b>Low Fat (1%) Milk</b>	\$ 2,452	22,186,349	\$ <b>0.0001</b>
<b>Non Fat (Skim) Milk</b>	\$ 7,692	13,671,542	\$ <b>0.0006</b>
<b>Flavored Milk</b>	\$ 153,841	3,839,667	\$ <b>0.0401</b>
<b>Flavored Reduced Fat Milk</b>	\$ 340,960	10,650,935	\$ <b>0.0320</b>
<b>Flavored NONFAT Milk</b>	\$ 223,675	8,655,641	\$ <b>0.0258</b>
<b>Buttermilk</b>	\$ 4,120	859,758	\$ <b>0.0048</b>
<b>Egg Nog</b>	\$ 176,754	887,913	\$ <b>0.1991</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES  
YEAR 2019 DATA**

	A	B	C	D	E	F	G	
						- (C - D - E)		
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss	
1	<b>Shrinkage</b>	36,073,993	1,692,295	n/a	\$ 7,152,683	n/a	\$ 7,152,683	\$ 1,211,924
2	<b>Bulk MILK - diverted</b>	4,713,335	189,415	\$ 862,542	\$ 848,668	n/a	\$ (13,874)	\$ (19,356)
3	<b>Bulk MILK - transferred</b>	143,909,567	777,698	\$ 16,754,762	\$ 13,937,906	\$ 4,111,682	\$ 1,294,826	\$ 32,975
4	<b>Bulk MILK - TOTAL (Rows 2 + 3)</b>	148,622,902	967,113	\$ 17,617,304	\$ 14,786,574	\$ 4,111,682	\$ 1,280,952	\$ 13,619
5	<b>Bulk CREAM - transferred</b>	54,012,030	23,157,153	\$ 65,961,332	\$ 60,486,365	\$ 1,619,278	\$ (3,855,689)	\$ (568,704)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	<b>Shrinkage (Row 1)</b>	\$ 1,211,924	
7	<b>Bulk MILK (Profit)/Loss (Row 4)</b>	\$ 13,619	
8	<b>Bulk CREAM (Profit)/Loss (Row 5)</b>	\$ (568,704)	
9	<b>Total</b>	\$ 656,839	194,826,152
			<b>\$ 0.0034</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

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

	<b>Class I</b>
<b>Skim Rate</b>	\$ 19.23
<b>Butterfat Rate</b>	\$ 1.6191

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
<b>Product Description</b>	<b>Product Pounds</b>	<b>Butterfat</b>		<b>Skim Pounds</b>	<b>Butterfat Value</b>	<b>Skim Value</b>	<b>Total Value</b>	<b>Cost per Pound</b>	<b>Ingredient Cost</b>	<b>Bulk Sale (Profit)/Loss</b>	<b>Total Cost per Pound</b>
		<b>Pounds</b>	<b>Percentage</b>								
<b>Standard (Whole) Milk</b>	61,585,223	2,019,467	3.2791%	59,565,756	\$ 3,269,719	\$ 11,454,495	\$ 14,724,214	\$ 0.2391	\$ -	\$ 0.0034	\$ <b>0.2425</b>
<b>Reduced Fat (2%) Milk</b>	50,145,527	996,284	1.9868%	49,149,243	\$ 1,613,083	\$ 9,451,399	\$ 11,064,482	\$ 0.2206	\$ 0.0001	\$ 0.0034	\$ <b>0.2241</b>
<b>Low Fat (1%) Milk</b>	22,186,349	218,258	0.9837%	21,968,091	\$ 353,382	\$ 4,224,464	\$ 4,577,846	\$ 0.2063	\$ 0.0001	\$ 0.0034	\$ <b>0.2098</b>
<b>Non Fat (Skim) Milk</b>	13,671,542	11,818	0.0864%	13,659,724	\$ 19,135	\$ 2,626,765	\$ 2,645,900	\$ 0.1935	\$ 0.0006	\$ 0.0034	\$ <b>0.1975</b>
<b>Flavored Milk</b>	3,839,667	125,397	3.2658%	3,714,270	\$ 203,030	\$ 714,254	\$ 917,284	\$ 0.2389	\$ 0.0401	\$ 0.0034	\$ <b>0.2824</b>
<b>Flavored Reduced Fat Milk</b>	10,650,935	131,505	1.2347%	10,519,430	\$ 212,920	\$ 2,022,886	\$ 2,235,806	\$ 0.2099	\$ 0.0320	\$ 0.0034	\$ <b>0.2453</b>
<b>Flavored NONFAT Milk</b>	8,655,641	8,563	0.0989%	8,647,078	\$ 13,864	\$ 1,662,833	\$ 1,676,697	\$ 0.1937	\$ 0.0258	\$ 0.0034	\$ <b>0.2229</b>
<b>Buttermilk</b>	859,758	18,095	2.1047%	841,663	\$ 29,298	\$ 161,852	\$ 191,150	\$ 0.2223	\$ 0.0048	\$ 0.0034	\$ <b>0.2305</b>
<b>Egg Nog</b>	887,913	61,291	6.9028%	826,622	\$ 99,236	\$ 158,959	\$ 258,195	\$ 0.2908	\$ 0.1991	\$ 0.0034	\$ <b>0.4933</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**COST UPDATE ADJUSTMENT  
1ST HALF COMPARISON (Year 2020 vs. Year 2019)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
<b>1<sup>ST</sup> HALF COSTS</b>		<b>1<sup>ST</sup> HALF POINTS <sup>(1)</sup></b>		<b>1<sup>ST</sup> HALF COST per POINT</b>		<b>INCREASE</b>
<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>	<b>(DECREASE)</b>

<b>WEIGHTED LABOR COSTS</b>	\$ 11,500,280	\$ 11,291,509	72,936,302	73,953,808	\$ 0.1577	\$ 0.1527	\$ 0.0050
<b>WEIGHTED UTILITY COSTS</b>	\$ 519,979	\$ 466,238	72,936,302	73,953,808	\$ 0.0071	\$ 0.0063	\$ 0.0008
<b>WEIGHTED INSURANCE COSTS</b>	\$ 406,038	\$ 338,440	72,936,302	73,953,808	\$ 0.0056	\$ 0.0046	\$ 0.0010

**COST UPDATE ADJUSTMENT per BOTTLING POINT      \$ 0.0068**

Footnote:

1. For processing plants, Bottling points are used. For non-processing plants, Cold Room points are used.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**Diesel Fuel Costs Adjustment**

**Update of Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020**

1. Weighted Diesel Fuel Costs - YEAR 2019	\$ 1,418,869
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>\$ 1,151,338</u>
6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1)	\$ (267,531)
7. Weighted Delivery Points - YEAR 2019	<u>111,792,283</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b><u><u>\$ (0.0024)</u></u></b>

## 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](https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm)



**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**Heating Fuel Costs Adjustment**

**Update of Heating Fuel Costs from YEAR 2019 to AUGUST 2020**

1. Weighted Heating Fuel Costs - YEAR 2019	\$ 159,926
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2019 (1)	\$ 8.21
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2020 (1)	\$ 7.95
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-3.17%
5. Presumed Heating Fuel Costs - AUGUST 2020 ((Line 1 X Line 4) + Line 1)	<u>\$ 154,856</u>
6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1)	\$ (5,070)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019	<u>145,321,489</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u><u>\$ -</u></u></b>

## Footnote:

- 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 3  
YEAR 2019 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 3 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	10,210,138	\$ (0.07548)	\$ (0.01082)	<b>\$ (0.0863)</b>	\$ (881,135)
1/2 GALLON	12,001,663	\$ 0.00780	\$ (0.03695)	<b>\$ (0.0292)</b>	\$ (350,449)
QUART	3,574,652	\$ 0.05579	\$ (0.00471)	<b>\$ 0.0511</b>	\$ 182,665
PINT	2,023,994	\$ 0.00931	\$ 0.01830	<b>\$ 0.0276</b>	\$ 55,862
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	52,729,844	\$ 0.00679	\$ 0.00946	<b>\$ 0.0163</b>	\$ 859,496
4 OUNCE	5,278,802	\$ 0.00761	\$ 0.01421	<b>\$ 0.0218</b>	\$ 115,078
Bulk per Quart	1,312,884	\$ 0.04605	\$ (0.03038)	<b>\$ 0.0157</b>	\$ 20,612
					<u>\$ 2,129</u>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2020 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0855	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.3423	\$ 0.1176	\$ 3.4599	\$ (0.4992)	\$ 0.9448	\$ 3.9055	\$ 3.8022	\$ 0.1033
	1/2 GALLON	\$ 1.0428	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.7348	\$ 0.0611	\$ 1.7959	\$ (0.2496)	\$ 0.4724	\$ 2.0187	\$ 1.9552	\$ 0.0635
	QUART	<b>\$ 0.5214</b>	<b>\$ 0.1283</b>	<b>\$ 0.0083</b>	<b>\$ 0.0511</b>	<b>\$ 0.2812</b>	<b>\$ 0.9903</b>	<b>\$ 0.0349</b>	<b>\$ 1.0252</b>	<b>\$ (0.1248)</b>	<b>\$ 0.2362</b>	<b>\$ 1.1366</b>	<b>\$ 1.1146</b>	<b>\$ 0.0220</b>
	PINT	\$ 0.2607	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5198	\$ 0.0183	\$ 0.5381	\$ (0.0624)	\$ 0.1181	\$ 0.5938	\$ 0.5759	\$ 0.0179
	12 OUNCE	\$ 0.1955	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3671	\$ 0.0129	\$ 0.3800	\$ (0.0468)	\$ 0.0886	\$ 0.4218	\$ 0.4104	\$ 0.0114
	10 OUNCE	\$ 0.1629	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3121	\$ 0.0110	\$ 0.3231	\$ (0.0390)	\$ 0.0738	\$ 0.3579	\$ 0.3485	\$ 0.0094
	1/2 PINT	\$ 0.1303	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2436	\$ 0.0086	\$ 0.2522	\$ (0.0312)	\$ 0.0591	\$ 0.2801	\$ 0.2763	\$ 0.0038
	4 OUNCE	\$ 0.0652	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1417	\$ 0.0050	\$ 0.1467	\$ (0.0156)	\$ 0.0295	\$ 0.1606	\$ 0.1612	\$ (0.0006)
Bulk per Quart	\$ 0.5214	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.8610	\$ 0.0303	\$ 0.8913	\$ (0.1248)	\$ 0.2362	\$ 1.0027	\$ 0.9785	\$ 0.0242	
REDUCED FAT (2%) MILK	GALLON	\$ 1.9317	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.1885	\$ 0.1122	\$ 3.3007	\$ (0.4992)	\$ 0.9448	\$ 3.7463	\$ 3.6438	\$ 0.1025
	1/2 GALLON	\$ 0.9659	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.6579	\$ 0.0584	\$ 1.7163	\$ (0.2496)	\$ 0.4724	\$ 1.9391	\$ 1.8760	\$ 0.0631
	QUART	\$ 0.4829	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9518	\$ 0.0335	\$ 0.9853	\$ (0.1248)	\$ 0.2362	\$ 1.0967	\$ 1.0751	\$ 0.0216
	PINT	\$ 0.2415	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5006	\$ 0.0176	\$ 0.5182	\$ (0.0624)	\$ 0.1181	\$ 0.5739	\$ 0.5560	\$ 0.0179
	12 OUNCE	\$ 0.1811	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3527	\$ 0.0124	\$ 0.3651	\$ (0.0468)	\$ 0.0886	\$ 0.4069	\$ 0.3955	\$ 0.0114
	10 OUNCE	\$ 0.1509	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3001	\$ 0.0106	\$ 0.3107	\$ (0.0390)	\$ 0.0738	\$ 0.3455	\$ 0.3361	\$ 0.0094
	1/2 PINT	\$ 0.1207	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2340	\$ 0.0082	\$ 0.2422	\$ (0.0312)	\$ 0.0591	\$ 0.2701	\$ 0.2665	\$ 0.0036
	4 OUNCE	\$ 0.0604	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1369	\$ 0.0048	\$ 0.1417	\$ (0.0156)	\$ 0.0295	\$ 0.1556	\$ 0.1562	\$ (0.0006)
Bulk per Quart	\$ 0.4829	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.8225	\$ 0.0290	\$ 0.8515	\$ (0.1248)	\$ 0.2362	\$ 0.9629	\$ 0.9389	\$ 0.0240	
LOW FAT (1%) MILK	GALLON	\$ 1.8085	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.0653	\$ 0.1079	\$ 3.1732	\$ (0.4992)	\$ 0.9448	\$ 3.6188	\$ 3.5154	\$ 0.1034
	1/2 GALLON	\$ 0.9042	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.5962	\$ 0.0562	\$ 1.6524	\$ (0.2496)	\$ 0.4724	\$ 1.8752	\$ 1.8117	\$ 0.0635
	QUART	\$ 0.4521	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9210	\$ 0.0324	\$ 0.9534	\$ (0.1248)	\$ 0.2362	\$ 1.0648	\$ 1.0429	\$ 0.0219
	PINT	\$ 0.2261	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.4852	\$ 0.0171	\$ 0.5023	\$ (0.0624)	\$ 0.1181	\$ 0.5580	\$ 0.5400	\$ 0.0180
	12 OUNCE	\$ 0.1695	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3411	\$ 0.0120	\$ 0.3531	\$ (0.0468)	\$ 0.0886	\$ 0.3949	\$ 0.3835	\$ 0.0114
	10 OUNCE	\$ 0.1413	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.2905	\$ 0.0102	\$ 0.3007	\$ (0.0390)	\$ 0.0738	\$ 0.3355	\$ 0.3261	\$ 0.0094
	1/2 PINT	\$ 0.1130	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2263	\$ 0.0080	\$ 0.2343	\$ (0.0312)	\$ 0.0591	\$ 0.2622	\$ 0.2584	\$ 0.0038
	4 OUNCE	\$ 0.0565	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1330	\$ 0.0047	\$ 0.1377	\$ (0.0156)	\$ 0.0295	\$ 0.1516	\$ 0.1522	\$ (0.0006)
Bulk per Quart	\$ 0.4521	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.7917	\$ 0.0279	\$ 0.8196	\$ (0.1248)	\$ 0.2362	\$ 0.9310	\$ 0.9067	\$ 0.0243	
NON FAT (SKIM) MILK	GALLON	\$ 1.7044	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 2.9612	\$ 0.1042	\$ 3.0654	\$ (0.4992)	\$ 0.9448	\$ 3.5110	\$ 3.4076	\$ 0.1034
	1/2 GALLON	\$ 0.8522	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.5442	\$ 0.0543	\$ 1.5985	\$ (0.2496)	\$ 0.4724	\$ 1.8213	\$ 1.7579	\$ 0.0634
	QUART	\$ 0.4261	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.8950	\$ 0.0315	\$ 0.9265	\$ (0.1248)	\$ 0.2362	\$ 1.0379	\$ 1.0160	\$ 0.0219
	PINT	\$ 0.2131	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.4722	\$ 0.0166	\$ 0.4888	\$ (0.0624)	\$ 0.1181	\$ 0.5445	\$ 0.5265	\$ 0.0180
	12 OUNCE	\$ 0.1598	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3314	\$ 0.0117	\$ 0.3431	\$ (0.0468)	\$ 0.0886	\$ 0.3849	\$ 0.3734	\$ 0.0115
	10 OUNCE	\$ 0.1332	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.2824	\$ 0.0099	\$ 0.2923	\$ (0.0390)	\$ 0.0738	\$ 0.3271	\$ 0.3176	\$ 0.0095
	1/2 PINT	\$ 0.1065	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2198	\$ 0.0077	\$ 0.2275	\$ (0.0312)	\$ 0.0591	\$ 0.2554	\$ 0.2517	\$ 0.0037
	4 OUNCE	\$ 0.0533	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1298	\$ 0.0046	\$ 0.1344	\$ (0.0156)	\$ 0.0295	\$ 0.1483	\$ 0.1488	\$ (0.0005)
Bulk per Quart	\$ 0.4261	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.7657	\$ 0.0270	\$ 0.7927	\$ (0.1248)	\$ 0.2362	\$ 0.9041	\$ 0.8798	\$ 0.0243	

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0039 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2020 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
<b>FLAVORED MILK</b>	GALLON	\$ 2.2592	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.5160	\$ 0.1238	\$ 3.6398	\$ (0.4992)	\$ 0.9448	\$ 4.0854	\$ 4.0089	\$ 0.0765
	1/2 GALLON	\$ 1.1296	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.8216	\$ 0.0641	\$ 1.8857	\$ (0.2496)	\$ 0.4724	\$ 2.1085	\$ 2.0585	\$ 0.0500
	QUART	\$ 0.5648	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 1.0337	\$ 0.0364	\$ 1.0701	\$ (0.1248)	\$ 0.2362	\$ 1.1815	\$ 1.1663	\$ 0.0152
	PINT	\$ 0.2824	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5415	\$ 0.0191	\$ 0.5606	\$ (0.0624)	\$ 0.1181	\$ 0.6163	\$ 0.6017	\$ 0.0146
	12 OUNCE	\$ 0.2118	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3834	\$ 0.0135	\$ 0.3969	\$ (0.0468)	\$ 0.0886	\$ 0.4387	\$ 0.4298	\$ 0.0089
	10 OUNCE	\$ 0.1765	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3257	\$ 0.0115	\$ 0.3372	\$ (0.0390)	\$ 0.0738	\$ 0.3720	\$ 0.3646	\$ 0.0074
	1/2 PINT	\$ 0.1412	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2545	\$ 0.0090	\$ 0.2635	\$ (0.0312)	\$ 0.0591	\$ 0.2914	\$ 0.2893	\$ 0.0021
	4 OUNCE	\$ 0.0706	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1471	\$ 0.0052	\$ 0.1523	\$ (0.0156)	\$ 0.0295	\$ 0.1662	\$ 0.1676	\$ (0.0014)
	Bulk per Quart	\$ 0.5648	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.9044	\$ 0.0318	\$ 0.9362	\$ (0.1248)	\$ 0.2362	\$ 1.0476	\$ 1.0301	\$ 0.0175
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 1.9624	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.2192	\$ 0.1133	\$ 3.3325	\$ (0.4992)	\$ 0.9448	\$ 3.7781	\$ 3.6999	\$ 0.0782
	1/2 GALLON	\$ 0.9812	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.6732	\$ 0.0589	\$ 1.7321	\$ (0.2496)	\$ 0.4724	\$ 1.9549	\$ 1.9041	\$ 0.0508
	QUART	\$ 0.4906	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9595	\$ 0.0338	\$ 0.9933	\$ (0.1248)	\$ 0.2362	\$ 1.1047	\$ 1.0890	\$ 0.0157
	PINT	\$ 0.2453	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5044	\$ 0.0178	\$ 0.5222	\$ (0.0624)	\$ 0.1181	\$ 0.5779	\$ 0.5630	\$ 0.0149
	12 OUNCE	\$ 0.1840	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3556	\$ 0.0125	\$ 0.3681	\$ (0.0468)	\$ 0.0886	\$ 0.4099	\$ 0.4008	\$ 0.0091
	10 OUNCE	\$ 0.1533	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3025	\$ 0.0106	\$ 0.3131	\$ (0.0390)	\$ 0.0738	\$ 0.3479	\$ 0.3405	\$ 0.0074
	1/2 PINT	\$ 0.1227	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2360	\$ 0.0083	\$ 0.2443	\$ (0.0312)	\$ 0.0591	\$ 0.2722	\$ 0.2700	\$ 0.0022
	4 OUNCE	\$ 0.0613	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1378	\$ 0.0048	\$ 0.1426	\$ (0.0156)	\$ 0.0295	\$ 0.1565	\$ 0.1580	\$ (0.0015)
	Bulk per Quart	\$ 0.4906	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.8302	\$ 0.0292	\$ 0.8594	\$ (0.1248)	\$ 0.2362	\$ 0.9708	\$ 0.9529	\$ 0.0179
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 1.7832	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.0400	\$ 0.1070	\$ 3.1470	\$ (0.4992)	\$ 0.9448	\$ 3.5926	\$ 3.5053	\$ 0.0873
	1/2 GALLON	\$ 0.8916	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.5836	\$ 0.0557	\$ 1.6393	\$ (0.2496)	\$ 0.4724	\$ 1.8621	\$ 1.8068	\$ 0.0553
	QUART	\$ 0.4458	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9147	\$ 0.0322	\$ 0.9469	\$ (0.1248)	\$ 0.2362	\$ 1.0583	\$ 1.0404	\$ 0.0179
	PINT	\$ 0.2229	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.4820	\$ 0.0170	\$ 0.4990	\$ (0.0624)	\$ 0.1181	\$ 0.5547	\$ 0.5387	\$ 0.0160
	12 OUNCE	\$ 0.1672	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3388	\$ 0.0119	\$ 0.3507	\$ (0.0468)	\$ 0.0886	\$ 0.3925	\$ 0.3826	\$ 0.0099
	10 OUNCE	\$ 0.1393	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.2885	\$ 0.0102	\$ 0.2987	\$ (0.0390)	\$ 0.0738	\$ 0.3335	\$ 0.3253	\$ 0.0082
	1/2 PINT	\$ 0.1115	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2248	\$ 0.0079	\$ 0.2327	\$ (0.0312)	\$ 0.0591	\$ 0.2606	\$ 0.2578	\$ 0.0028
	4 OUNCE	\$ 0.0557	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1322	\$ 0.0047	\$ 0.1369	\$ (0.0156)	\$ 0.0295	\$ 0.1508	\$ 0.1519	\$ (0.0011)
	Bulk per Quart	\$ 0.4458	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.7854	\$ 0.0276	\$ 0.8130	\$ (0.1248)	\$ 0.2362	\$ 0.9244	\$ 0.9043	\$ 0.0201
<b>BUTTERMILK</b>	GALLON	\$ 1.9869	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.2437	\$ 0.1142	\$ 3.3579	\$ (0.4992)	\$ 0.9448	\$ 3.8035	\$ 3.7052	\$ 0.0983
	1/2 GALLON	\$ 0.9935	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.6855	\$ 0.0593	\$ 1.7448	\$ (0.2496)	\$ 0.4724	\$ 1.9676	\$ 1.9067	\$ 0.0609
	QUART	\$ 0.4967	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9656	\$ 0.0340	\$ 0.9996	\$ (0.1248)	\$ 0.2362	\$ 1.1110	\$ 1.0904	\$ 0.0206
	PINT	\$ 0.2484	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5075	\$ 0.0179	\$ 0.5254	\$ (0.0624)	\$ 0.1181	\$ 0.5811	\$ 0.5637	\$ 0.0174
	12 OUNCE	\$ 0.1863	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3579	\$ 0.0126	\$ 0.3705	\$ (0.0468)	\$ 0.0886	\$ 0.4123	\$ 0.4013	\$ 0.0110
	10 OUNCE	\$ 0.1552	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3044	\$ 0.0107	\$ 0.3151	\$ (0.0390)	\$ 0.0738	\$ 0.3499	\$ 0.3409	\$ 0.0090
	1/2 PINT	\$ 0.1242	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2375	\$ 0.0084	\$ 0.2459	\$ (0.0312)	\$ 0.0591	\$ 0.2738	\$ 0.2703	\$ 0.0035
	4 OUNCE	\$ 0.0621	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1386	\$ 0.0049	\$ 0.1435	\$ (0.0156)	\$ 0.0295	\$ 0.1574	\$ 0.1581	\$ (0.0007)
	Bulk per Quart	\$ 0.4967	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.8363	\$ 0.0294	\$ 0.8657	\$ (0.1248)	\$ 0.2362	\$ 0.9771	\$ 0.9543	\$ 0.0228

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0039 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP**  
**DECEMBER 2020 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 3.9464	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 5.2032	\$ 0.1831	\$ 5.3863	\$ (0.4992)	\$ 0.9448	\$ 5.8319	\$ 5.4515	\$ 0.3804
	1/2 GALLON	\$ 1.9732	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 2.6652	\$ 0.0938	\$ 2.7590	\$ (0.2496)	\$ 0.4724	\$ 2.9818	\$ 2.7798	\$ 0.2020
	QUART	\$ 0.9866	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 1.4555	\$ 0.0512	\$ 1.5067	\$ (0.1248)	\$ 0.2362	\$ 1.6181	\$ 1.5269	\$ 0.0912
	PINT	\$ 0.4933	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.7524	\$ 0.0265	\$ 0.7789	\$ (0.0624)	\$ 0.1181	\$ 0.8346	\$ 0.7820	\$ 0.0526
	12 OUNCE	\$ 0.3700	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.5416	\$ 0.0191	\$ 0.5607	\$ (0.0468)	\$ 0.0886	\$ 0.6025	\$ 0.5651	\$ 0.0374
	10 OUNCE	\$ 0.3083	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.4575	\$ 0.0161	\$ 0.4736	\$ (0.0390)	\$ 0.0738	\$ 0.5084	\$ 0.4773	\$ 0.0311
	1/2 PINT	\$ 0.2467	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.3600	\$ 0.0127	\$ 0.3727	\$ (0.0312)	\$ 0.0591	\$ 0.4006	\$ 0.3795	\$ 0.0211
	4 OUNCE	\$ 0.1233	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1998	\$ 0.0070	\$ 0.2068	\$ (0.0156)	\$ 0.0295	\$ 0.2207	\$ 0.2128	\$ 0.0079
	Bulk per Quart	\$ 0.9866	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 1.3262	\$ 0.0467	\$ 1.3729	\$ (0.1248)	\$ 0.2362	\$ 1.4843	\$ 1.3908	\$ 0.0935

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0039 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1406	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.9055	\$ (0.5077)	\$ 0.5624	\$ 0.1099	\$ 4.07	\$ 3.98	\$ 0.09
	1/2 GALLON	\$ 2.0187	\$ (0.2624)	\$ 0.2812	\$ 0.0565	\$ 2.09	\$ 2.04	\$ 0.05
	QUART	<b>\$ 1.1366</b>	<b>\$ (0.1478)</b>	<b>\$ 0.1406</b>	<b>\$ 0.0313</b>	<b>\$ 1.16</b>	<b>\$ 1.14</b>	<b>\$ 0.02</b>
	PINT	\$ 0.5938	\$ (0.0772)	\$ 0.0703	\$ 0.0163	\$ 0.60	\$ 0.59	\$ 0.01
	12 OUNCE	\$ 0.4218	\$ (0.0548)	\$ 0.0527	\$ 0.0116	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3579	\$ (0.0465)	\$ 0.0439	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2801	\$ (0.0364)	\$ 0.0352	\$ 0.0077	\$ 0.29	\$ 0.28	\$ 0.01
	4 OUNCE	\$ 0.1606	\$ (0.0209)	\$ 0.0176	\$ 0.0044	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 1.0027	\$ (0.1304)	\$ 0.1406	\$ 0.0281	\$ 1.04	\$ 1.02	\$ 0.02
REDUCED FAT (2%) MILK	GALLON	\$ 3.7463	\$ (0.4870)	\$ 0.5624	\$ 0.1060	\$ 3.93	\$ 3.84	\$ 0.09
	1/2 GALLON	\$ 1.9391	\$ (0.2521)	\$ 0.2812	\$ 0.0546	\$ 2.02	\$ 1.97	\$ 0.05
	QUART	\$ 1.0967	\$ (0.1426)	\$ 0.1406	\$ 0.0304	\$ 1.13	\$ 1.11	\$ 0.02
	PINT	\$ 0.5739	\$ (0.0746)	\$ 0.0703	\$ 0.0158	\$ 0.59	\$ 0.57	\$ 0.02
	12 OUNCE	\$ 0.4069	\$ (0.0529)	\$ 0.0527	\$ 0.0113	\$ 0.42	\$ 0.41	\$ 0.01
	10 OUNCE	\$ 0.3455	\$ (0.0449)	\$ 0.0439	\$ 0.0096	\$ 0.35	\$ 0.35	\$ -
	1/2 PINT	\$ 0.2701	\$ (0.0351)	\$ 0.0352	\$ 0.0075	\$ 0.28	\$ 0.27	\$ 0.01
	4 OUNCE	\$ 0.1556	\$ (0.0202)	\$ 0.0176	\$ 0.0042	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.9629	\$ (0.1252)	\$ 0.1406	\$ 0.0271	\$ 1.01	\$ 0.98	\$ 0.03
LOW FAT (1%) MILK	GALLON	\$ 3.6188	\$ (0.4704)	\$ 0.5624	\$ 0.1030	\$ 3.81	\$ 3.72	\$ 0.09
	1/2 GALLON	\$ 1.8752	\$ (0.2438)	\$ 0.2812	\$ 0.0531	\$ 1.97	\$ 1.91	\$ 0.06
	QUART	\$ 1.0648	\$ (0.1384)	\$ 0.1406	\$ 0.0296	\$ 1.10	\$ 1.08	\$ 0.02
	PINT	\$ 0.5580	\$ (0.0725)	\$ 0.0703	\$ 0.0154	\$ 0.57	\$ 0.56	\$ 0.01
	12 OUNCE	\$ 0.3949	\$ (0.0513)	\$ 0.0527	\$ 0.0110	\$ 0.41	\$ 0.40	\$ 0.01
	10 OUNCE	\$ 0.3355	\$ (0.0436)	\$ 0.0439	\$ 0.0093	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2622	\$ (0.0341)	\$ 0.0352	\$ 0.0073	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1516	\$ (0.0197)	\$ 0.0176	\$ 0.0041	\$ 0.16	\$ 0.16	\$ -
	Bulk per Quart	\$ 0.9310	\$ (0.1210)	\$ 0.1406	\$ 0.0264	\$ 0.98	\$ 0.96	\$ 0.02
NON FAT (SKIM) MILK	GALLON	\$ 3.5110	\$ (0.4564)	\$ 0.5624	\$ 0.1004	\$ 3.72	\$ 3.62	\$ 0.10
	1/2 GALLON	\$ 1.8213	\$ (0.2368)	\$ 0.2812	\$ 0.0518	\$ 1.92	\$ 1.86	\$ 0.06
	QUART	\$ 1.0379	\$ (0.1349)	\$ 0.1406	\$ 0.0290	\$ 1.07	\$ 1.05	\$ 0.02
	PINT	\$ 0.5445	\$ (0.0708)	\$ 0.0703	\$ 0.0151	\$ 0.56	\$ 0.54	\$ 0.02
	12 OUNCE	\$ 0.3849	\$ (0.0500)	\$ 0.0527	\$ 0.0108	\$ 0.40	\$ 0.39	\$ 0.01
	10 OUNCE	\$ 0.3271	\$ (0.0425)	\$ 0.0439	\$ 0.0091	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2554	\$ (0.0332)	\$ 0.0352	\$ 0.0071	\$ 0.26	\$ 0.26	\$ -
	4 OUNCE	\$ 0.1483	\$ (0.0193)	\$ 0.0176	\$ 0.0041	\$ 0.15	\$ 0.15	\$ -
	Bulk per Quart	\$ 0.9041	\$ (0.1175)	\$ 0.1406	\$ 0.0257	\$ 0.95	\$ 0.93	\$ 0.02

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1406	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.0854	\$ (0.5311)	\$ 0.5624	\$ 0.1142	\$ 4.23	\$ 4.16 \$ 0.07
	1/2 GALLON	\$ 2.1085	\$ (0.2741)	\$ 0.2812	\$ 0.0587	\$ 2.17	\$ 2.13 \$ 0.04
	QUART	\$ 1.1815	\$ (0.1536)	\$ 0.1406	\$ 0.0324	\$ 1.20	\$ 1.19 \$ 0.01
	PINT	\$ 0.6163	\$ (0.0801)	\$ 0.0703	\$ 0.0168	\$ 0.62	\$ 0.61 \$ 0.01
	12 OUNCE	\$ 0.4387	\$ (0.0570)	\$ 0.0527	\$ 0.0121	\$ 0.45	\$ 0.44 \$ 0.01
	10 OUNCE	\$ 0.3720	\$ (0.0484)	\$ 0.0439	\$ 0.0102	\$ 0.38	\$ 0.37 \$ 0.01
	1/2 PINT	\$ 0.2914	\$ (0.0379)	\$ 0.0352	\$ 0.0080	\$ 0.30	\$ 0.29 \$ 0.01
	4 OUNCE	\$ 0.1662	\$ (0.0216)	\$ 0.0176	\$ 0.0045	\$ 0.17	\$ 0.17 \$ -
	Bulk per Quart	\$ 1.0476	\$ (0.1362)	\$ 0.1406	\$ 0.0292	\$ 1.08	\$ 1.07 \$ 0.01
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.7781	\$ (0.4912)	\$ 0.5624	\$ 0.1068	\$ 3.96	\$ 3.89 \$ 0.07
	1/2 GALLON	\$ 1.9549	\$ (0.2541)	\$ 0.2812	\$ 0.0550	\$ 2.04	\$ 1.99 \$ 0.05
	QUART	\$ 1.1047	\$ (0.1436)	\$ 0.1406	\$ 0.0306	\$ 1.13	\$ 1.12 \$ 0.01
	PINT	\$ 0.5779	\$ (0.0751)	\$ 0.0703	\$ 0.0159	\$ 0.59	\$ 0.58 \$ 0.01
	12 OUNCE	\$ 0.4099	\$ (0.0533)	\$ 0.0527	\$ 0.0114	\$ 0.42	\$ 0.41 \$ 0.01
	10 OUNCE	\$ 0.3479	\$ (0.0452)	\$ 0.0439	\$ 0.0096	\$ 0.36	\$ 0.35 \$ 0.01
	1/2 PINT	\$ 0.2722	\$ (0.0354)	\$ 0.0352	\$ 0.0075	\$ 0.28	\$ 0.28 \$ -
	4 OUNCE	\$ 0.1565	\$ (0.0203)	\$ 0.0176	\$ 0.0043	\$ 0.16	\$ 0.16 \$ -
	Bulk per Quart	\$ 0.9708	\$ (0.1262)	\$ 0.1406	\$ 0.0273	\$ 1.01	\$ 1.00 \$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.5926	\$ (0.4670)	\$ 0.5624	\$ 0.1023	\$ 3.79	\$ 3.71 \$ 0.08
	1/2 GALLON	\$ 1.8621	\$ (0.2421)	\$ 0.2812	\$ 0.0528	\$ 1.95	\$ 1.90 \$ 0.05
	QUART	\$ 1.0583	\$ (0.1376)	\$ 0.1406	\$ 0.0295	\$ 1.09	\$ 1.07 \$ 0.02
	PINT	\$ 0.5547	\$ (0.0721)	\$ 0.0703	\$ 0.0153	\$ 0.57	\$ 0.55 \$ 0.02
	12 OUNCE	\$ 0.3925	\$ (0.0510)	\$ 0.0527	\$ 0.0109	\$ 0.41	\$ 0.40 \$ 0.01
	10 OUNCE	\$ 0.3335	\$ (0.0434)	\$ 0.0439	\$ 0.0093	\$ 0.34	\$ 0.34 \$ -
	1/2 PINT	\$ 0.2606	\$ (0.0339)	\$ 0.0352	\$ 0.0073	\$ 0.27	\$ 0.27 \$ -
	4 OUNCE	\$ 0.1508	\$ (0.0196)	\$ 0.0176	\$ 0.0041	\$ 0.16	\$ 0.16 \$ -
	Bulk per Quart	\$ 0.9244	\$ (0.1202)	\$ 0.1406	\$ 0.0262	\$ 0.97	\$ 0.95 \$ 0.02
BUTTERMILK	GALLON	\$ 3.8035	\$ (0.4945)	\$ 0.5624	\$ 0.1074	\$ 3.98	\$ 3.89 \$ 0.09
	1/2 GALLON	\$ 1.9676	\$ (0.2558)	\$ 0.2812	\$ 0.0553	\$ 2.05	\$ 1.99 \$ 0.06
	QUART	\$ 1.1110	\$ (0.1444)	\$ 0.1406	\$ 0.0307	\$ 1.14	\$ 1.12 \$ 0.02
	PINT	\$ 0.5811	\$ (0.0755)	\$ 0.0703	\$ 0.0160	\$ 0.59	\$ 0.58 \$ 0.01
	12 OUNCE	\$ 0.4123	\$ (0.0536)	\$ 0.0527	\$ 0.0114	\$ 0.42	\$ 0.41 \$ 0.01
	10 OUNCE	\$ 0.3499	\$ (0.0455)	\$ 0.0439	\$ 0.0097	\$ 0.36	\$ 0.35 \$ 0.01
	1/2 PINT	\$ 0.2738	\$ (0.0356)	\$ 0.0352	\$ 0.0076	\$ 0.28	\$ 0.28 \$ -
	4 OUNCE	\$ 0.1574	\$ (0.0205)	\$ 0.0176	\$ 0.0043	\$ 0.16	\$ 0.16 \$ -
	Bulk per Quart	\$ 0.9771	\$ (0.1270)	\$ 0.1406	\$ 0.0275	\$ 1.02	\$ 1.00 \$ 0.02

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1406	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 5.8319	\$ (0.7581)	\$ 0.5624	\$ 0.1564	\$ 5.84	\$ 5.46	\$ 0.38
	<b>1/2 GALLON</b>	\$ 2.9818	\$ (0.3876)	\$ 0.2812	\$ 0.0798	\$ 2.99	\$ 2.79	\$ 0.20
	<b>QUART</b>	\$ 1.6181	\$ (0.2104)	\$ 0.1406	\$ 0.0430	\$ 1.63	\$ 1.54	\$ 0.09
	<b>PINT</b>	\$ 0.8346	\$ (0.1085)	\$ 0.0703	\$ 0.0221	\$ 0.84	\$ 0.79	\$ 0.05
	<b>12 OUNCE</b>	\$ 0.6025	\$ (0.0783)	\$ 0.0527	\$ 0.0160	\$ 0.61	\$ 0.58	\$ 0.03
	<b>10 OUNCE</b>	\$ 0.5084	\$ (0.0661)	\$ 0.0439	\$ 0.0135	\$ 0.52	\$ 0.49	\$ 0.03
	<b>1/2 PINT</b>	\$ 0.4006	\$ (0.0521)	\$ 0.0352	\$ 0.0106	\$ 0.41	\$ 0.38	\$ 0.03
	<b>4 OUNCE</b>	\$ 0.2207	\$ (0.0287)	\$ 0.0176	\$ 0.0058	\$ 0.23	\$ 0.22	\$ 0.01
	<b>Bulk per Quart</b>	\$ 1.4843	\$ (0.1930)	\$ 0.1406	\$ 0.0397	\$ 1.49	\$ 1.40	\$ 0.09