

**Pennsylvania Milk Marketing Board  
SALES IN MMB AREA 5 BY TYPE OF MILK**

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 5 vs CRH cross-section dealers<sup>1</sup>

<b>Item</b>	<b>All Dealer Sales (%)</b>	<b>CRH Cross-section Sales (%)</b>
Standard Whole Milk	23.53	24.21
Reduced Fat 2%	37.87	38.68
Lowfat 1%	11.59	11.71
Nonfat	8.62	8.18
Reduced Fat Flavored	5.36	6.27
<b>TOTALS</b>	<b>86.97</b>	<b>89.05</b>

CRH Cross-Section Dealers, Area 5:

- DFA Dairy Brands Fluid, LLC - Sharpsville
- Galliker Dairy Company
- Schneider’s Dairy, Inc
- Turner’s Dairy Farms, Inc.
- United Dairy - Fikes
- United Dairy, Inc.

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<sup>1</sup> Source: PMMB monthly dealer reports, 2020

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY  
YEAR 2020 DATA**

<b>Cost Center</b>	<b>Weighted Costs</b>	<b>Weighted Points</b>	<b>Weighted Cost per Point</b>
<b>Receiving, Lab &amp; Field Work</b>	\$ 2,806,008	169,981,185	\$ 0.0165
<b>Standardization &amp; Pasteurization</b>	\$ 5,251,414	179,225,368	\$ 0.0293
<b>Bottling</b>	\$ 9,309,761	186,784,221	\$ 0.0498
<b>Cold Room</b>	\$ 10,484,137	201,660,891	\$ 0.0520
<b>Delivery</b>	\$ 32,891,532	189,718,292	\$ 0.1734
<b>Selling</b>	\$ 4,713,422	205,566,844	\$ 0.0229

**Total Cost per Point** **\$ 0.3439**

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 5**

**CONTAINER COSTS**  
**YEAR 2020 UNITS (@ APRIL 2021 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-2021) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 3,073,855	15,109,267	\$ 0.2034			
GALLON - Plastic	Purchased	\$ 1,245,155	4,296,353	\$ 0.2898			
GALLON - Combined		\$ 4,319,010	19,405,620	\$ 0.2226	\$ 0.2587	1.92%	\$ <b>0.2637</b>
1/2 GALLON - Plastic	Blow Molded	\$ 1,506,438	10,349,478	\$ 0.1456			
1/2 GALLON - Plastic	Purchased	\$ 1,453,197	7,581,680	\$ 0.1917			
1/2 GALLON - Paper	Purchased	\$ -	-	\$ -			
1/2 GALLON - Combined		\$ 2,959,635	17,931,158	\$ 0.1651	\$ 0.1923	1.76%	\$ <b>0.1957</b>
QUART - Plastic	Purchased	\$ 522,879	3,312,403	\$ 0.1579			
QUART - Paper	Purchased	\$ 62,659	684,777	\$ 0.0915			
QUART - Combined		\$ 585,538	3,997,180	\$ 0.1465	\$ 0.1533	1.57%	\$ <b>0.1557</b>
PINT - Plastic	Purchased	\$ 951,050	7,267,495	\$ 0.1309			
PINT - Paper	Purchased	\$ 4,722	74,252	\$ 0.0636			
PINT - Combined		\$ 955,772	7,341,747	\$ 0.1302	\$ 0.1442	1.62%	\$ <b>0.1465</b>
12 Ounce	Purchased	\$ 4,480	38,459	\$ 0.1165	\$ 0.1165		\$ 0.1165
10 Ounce <sup>(1)</sup>	Purchased			\$ 0.0544	\$ 0.0544		\$ 0.0544
1/2 PINT - Plastic	Purchased	\$ 696,595	8,640,201	\$ 0.0806	\$ 0.1053	0.92%	\$ <b>0.1063</b>
1/2 PINT - Paper	Purchased	\$ 1,518,535	56,145,552	\$ 0.0271	\$ 0.0297	0.85%	\$ <b>0.0300</b>
4 Ounce	Purchased	\$ 122,996	4,356,277	\$ 0.0282	\$ 0.0282	1.53%	\$ <b>0.0287</b>
Bulk Per Quart	Purchased	\$ 31,566	430,960	\$ 0.0733	\$ 0.0733	1.30%	\$ <b>0.0742</b>

Footnote:

1. None of the Area 5 cross-section Dealers bottled price-Controlled product in this size container during Year 2020. The cost per unit presented is per a prior year.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER  
YEAR 2020 POUNDS (@ APRIL 2021 COSTS)**

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Weighted Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 1,405	71,982,340	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 8,516	114,636,210	\$ 0.0001
<b>Low Fat (1%) Milk</b>	\$ 3,788	35,055,673	\$ 0.0001
<b>Non Fat (Skim) Milk</b>	\$ 16,362	24,142,568	\$ 0.0007
<b>Flavored Milk</b>	\$ 642,704	16,566,039	\$ 0.0388
<b>Flavored Reduced Fat Milk</b>	\$ 521,760	17,913,740	\$ 0.0291
<b>Flavored NONFAT Milk</b>	\$ 179,096	6,152,512	\$ 0.0291
<b>Buttermilk</b>	\$ 26,966	1,184,635	\$ 0.0228
<b>Egg Nog</b>	\$ 121,397	713,490	\$ 0.1701

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES  
YEAR 2020 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	23,687,012	1,300,273	n/a	\$ 4,134,708	n/a	\$ 4,134,708	\$ 1,127,612
2 Bulk MILK - diverted	228,057,315	8,651,123	\$ 41,059,393	\$ 39,443,053	n/a	\$ (1,616,340)	\$ (659,115)
3 Bulk MILK - transferred	10,399,300	60,509	\$ 1,395,785	\$ 1,017,368	\$ 215,451	\$ (162,966)	\$ (36,914)
4 Bulk MILK - TOTAL (Row 2 + Row 3)	238,456,615	8,711,632	\$ 42,455,178	\$ 40,460,421	\$ 215,451	\$ (1,779,306)	\$ (696,029)
5 Bulk CREAM - transferred	40,718,625	17,350,584	\$ 35,421,857	\$ 32,003,065	\$ 1,024,238	\$ (2,394,554)	\$ (538,031)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,127,612		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ (696,029)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (538,031)		
9 Total	\$ (106,448)	315,085,250	\$ (0.0003)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**MILK COSTS BEFORE PACKAGING  
DECEMBER 2021 MILK PRICES**

	<b>Class I</b>
Skim Rate	\$ 16.24
Butterfat Rate	\$ 2.1543

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A) Percentage	(A - B) Skim Pounds	(B × BF Rate) Butterfat Value	(D × Skim Rate) Skim Value	(E + F) Total Value	(G ÷ A) Cost per Pound	(EX. 4) Ingredient Cost	(EX. 5) Bulk Sale (Profit)/Loss	(H + I + J) Total Cost per Pound
Standard Milk	71,982,340	2,344,952	3.2577%	69,637,388	\$ 5,051,730	\$ 11,309,112	\$ 16,360,842	\$ 0.2273	\$ -	\$ (0.0003)	\$ <b>0.2270</b>
Reduced Fat (2%) Milk	114,636,210	2,210,473	1.9283%	112,425,737	\$ 4,762,022	\$ 18,257,940	\$ 23,019,962	\$ 0.2008	\$ 0.0001	\$ (0.0003)	\$ <b>0.2006</b>
Low Fat (1%) Milk	35,055,673	332,047	0.9472%	34,723,626	\$ 715,329	\$ 5,639,117	\$ 6,354,446	\$ 0.1813	\$ 0.0001	\$ (0.0003)	\$ <b>0.1811</b>
Non Fat (Skim) Milk	24,142,568	26,234	0.1087%	24,116,334	\$ 56,516	\$ 3,916,493	\$ 3,973,009	\$ 0.1646	\$ 0.0007	\$ (0.0003)	\$ <b>0.1650</b>
Flavored Milk	16,566,039	563,043	3.3988%	16,002,996	\$ 1,212,964	\$ 2,598,887	\$ 3,811,851	\$ 0.2301	\$ 0.0388	\$ (0.0003)	\$ <b>0.2686</b>
Flavored Reduced Fat Milk	17,913,740	181,372	1.0125%	17,732,368	\$ 390,730	\$ 2,879,737	\$ 3,270,467	\$ 0.1826	\$ 0.0291	\$ (0.0003)	\$ <b>0.2114</b>
Flavored NONFAT Milk	6,152,512	16,207	0.2634%	6,136,305	\$ 34,915	\$ 996,536	\$ 1,031,451	\$ 0.1676	\$ 0.0291	\$ (0.0003)	\$ <b>0.1964</b>
Buttermilk	1,184,635	23,656	1.9969%	1,160,979	\$ 50,962	\$ 188,543	\$ 239,505	\$ 0.2022	\$ 0.0228	\$ (0.0003)	\$ <b>0.2247</b>
Egg Nog	713,490	46,608	6.5324%	666,882	\$ 100,408	\$ 108,302	\$ 208,710	\$ 0.2925	\$ 0.1701	\$ (0.0003)	\$ <b>0.4623</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**COST UPDATE ADJUSTMENT  
1st HALF COMPARISON (Year 2021 vs. Year 2020)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 <sup>st</sup> HALF EXPENSES		1 <sup>st</sup> HALF POINTS		1 <sup>st</sup> HALF COST/POINTS		INCREASE (DECREASE)
2021	2020	2021	2020	2021	2020	

<b>WEIGHTED LABOR COSTS</b>	\$ 18,674,015	\$ 19,823,629	81,551,074	91,837,069	\$ 0.2290	\$ 0.2159	\$ 0.0131
<b>WEIGHTED UTILITY COSTS</b>	\$ 1,084,381	\$ 1,115,026	81,551,074	91,837,069	\$ 0.0133	\$ 0.0121	\$ 0.0012
<b>WEIGHTED INSURANCE COSTS</b>	\$ 652,997	\$ 520,998	81,551,074	91,837,069	\$ 0.0080	\$ 0.0057	\$ 0.0023

**COST UPDATE ADJUSTMENT per BOTTLING POINT**      **\$ 0.0166**

# PENNSYLVANIA MILK MARKETING BOARD

## MILK MARKETING AREA 5

### Diesel Fuel Costs Adjustment

#### Update of Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021

1. Weighted Diesel Fuel Costs - YEAR 2020	\$	2,511,056
2. Average On-Highway Diesel Price per Gallon - YEAR 2020 (1)	\$	2.806
3. On-Highway Diesel Price per Gallon - OCTOBER 2021 (1)	\$	3.730
4. Percent Change In Diesel Fuel Price per Gallon    ((Line 3 - Line 2) ÷ Line 2)		32.93%
5. Presumed Diesel Fuel Costs - OCTOBER 2021    ((Line 1 X Line 4) + Line 1)	\$	<u>3,337,947</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021    (Line 5 - Line 1)	\$	826,891
7. Weighted Delivery Points - YEAR 2020		<u>189,718,292</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point    (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>0.0044</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 5**

**Heating Fuel Costs Adjustment**  
**Update of Heating Fuel Costs from YEAR 2020 to AUGUST 2021**

1. Weighted Heating Fuel Costs - YEAR 2020	\$ 232,514
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2020 (1)	\$ 7.99
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2021 (1)	\$ 7.58
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-5.13%
5. Presumed Heating Fuel Costs - AUGUST 2021 ((Line 1 X Line 4) + Line 1)	<u>\$ 220,586</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1)	\$ (11,928)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020	<u>179,225,368</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u>\$ (0.0001)</u></b>

## Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.  
web address = [https://www.eia.gov/dnav/ng/ng\\_pri\\_sum\\_dcu\\_SPA\\_m.htm](https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5  
YEAR 2020 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 5-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	19,405,620	\$ (0.07695)	\$ (0.02336)	\$ <b>(0.1003)</b>	\$ (1,946,384)
1/2 GALLON	17,931,158	\$ (0.01081)	\$ (0.06007)	\$ <b>(0.0709)</b>	\$ (1,271,319)
QUART	3,997,180	\$ 0.03884	\$ 0.06711	\$ <b>0.1060</b>	\$ 423,701
PINT	7,341,747	\$ 0.03657	\$ 0.06120	\$ <b>0.0978</b>	\$ 718,023
12 OUNCE	38,459	\$ 0.03569	\$ 0.03966	\$ <b>0.0754</b>	\$ 2,900
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	64,785,753	\$ 0.01707	\$ 0.01179	\$ <b>0.0289</b>	\$ 1,872,308
4 OUNCE	4,356,277	\$ 0.01670	\$ 0.01886	\$ <b>0.0356</b>	\$ 155,083
Bulk per Quart	430,960	\$ 0.19319	\$ (0.07953)	\$ <b>0.1137</b>	\$ 49,000
					\$ <u>3,312</u>

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP**  
**DECEMBER 2021 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 1.9522	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.5848	\$ 0.1300	\$ 3.7148	\$ (0.5220)	\$ 0.9748	\$ 4.1676	\$ 4.0609	\$ 0.1067
	1/2 GALLON	\$ 0.9761	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.8355	\$ 0.0666	\$ 1.9021	\$ (0.2610)	\$ 0.4874	\$ 2.1285	\$ 2.0705	\$ 0.0580
	QUART	<b>\$ 0.4881</b>	<b>\$ 0.1557</b>	<b>\$ 0.0234</b>	\$ 0.1060	<b>\$ 0.3439</b>	<b>\$ 1.1171</b>	<b>\$ 0.0405</b>	<b>\$ 1.1576</b>	<b>\$ (0.1305)</b>	<b>\$ 0.2437</b>	<b>\$ 1.2708</b>	<b>\$ 1.2168</b>	<b>\$ 0.0540</b>
	PINT	\$ 0.2440	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6720	\$ 0.0244	\$ 0.6964	\$ (0.0653)	\$ 0.1219	\$ 0.7530	\$ 0.7280	\$ 0.0250
	12 OUNCE	\$ 0.1830	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.5127	\$ 0.0186	\$ 0.5313	\$ (0.0489)	\$ 0.0914	\$ 0.5738	\$ 0.5531	\$ 0.0207
	10 OUNCE	\$ 0.1525	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3217	\$ 0.0117	\$ 0.3334	\$ (0.0435)	\$ 0.0812	\$ 0.3711	\$ 0.3634	\$ 0.0077
	1/2 PINT	\$ 0.1220	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2728	\$ 0.0099	\$ 0.2827	\$ (0.0326)	\$ 0.0609	\$ 0.3110	\$ 0.3027	\$ 0.0083
	4 OUNCE	\$ 0.0610	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1712	\$ 0.0062	\$ 0.1774	\$ (0.0163)	\$ 0.0305	\$ 0.1916	\$ 0.1839	\$ 0.0077
	Bulk per Quart	\$ 0.4881	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 1.0433	\$ 0.0378	\$ 1.0811	\$ (0.1305)	\$ 0.2437	\$ 1.1943	\$ 1.1751	\$ 0.0192
REDUCED FAT (2%) MILK	GALLON	\$ 1.7292	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.3618	\$ 0.1219	\$ 3.4837	\$ (0.5220)	\$ 0.9748	\$ 3.9365	\$ 3.8289	\$ 0.1076
	1/2 GALLON	\$ 0.8646	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.7240	\$ 0.0625	\$ 1.7865	\$ (0.2610)	\$ 0.4874	\$ 2.0129	\$ 1.9546	\$ 0.0583
	QUART	\$ 0.4323	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.0613	\$ 0.0385	\$ 1.0998	\$ (0.1305)	\$ 0.2437	\$ 1.2130	\$ 1.1588	\$ 0.0542
	PINT	\$ 0.2161	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6441	\$ 0.0234	\$ 0.6675	\$ (0.0653)	\$ 0.1219	\$ 0.7241	\$ 0.6990	\$ 0.0251
	12 OUNCE	\$ 0.1621	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4918	\$ 0.0178	\$ 0.5096	\$ (0.0489)	\$ 0.0914	\$ 0.5521	\$ 0.5313	\$ 0.0208
	10 OUNCE	\$ 0.1351	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3043	\$ 0.0110	\$ 0.3153	\$ (0.0435)	\$ 0.0812	\$ 0.3530	\$ 0.3453	\$ 0.0077
	1/2 PINT	\$ 0.1081	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2589	\$ 0.0094	\$ 0.2683	\$ (0.0326)	\$ 0.0609	\$ 0.2966	\$ 0.2882	\$ 0.0084
	4 OUNCE	\$ 0.0540	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1642	\$ 0.0060	\$ 0.1702	\$ (0.0163)	\$ 0.0305	\$ 0.1844	\$ 0.1767	\$ 0.0077
	Bulk per Quart	\$ 0.4323	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9875	\$ 0.0358	\$ 1.0233	\$ (0.1305)	\$ 0.2437	\$ 1.1365	\$ 1.1170	\$ 0.0195
LOW FAT (1%) MILK	GALLON	\$ 1.5611	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.1937	\$ 0.1158	\$ 3.3095	\$ (0.5220)	\$ 0.9748	\$ 3.7623	\$ 3.6547	\$ 0.1076
	1/2 GALLON	\$ 0.7805	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.6399	\$ 0.0595	\$ 1.6994	\$ (0.2610)	\$ 0.4874	\$ 1.9258	\$ 1.8674	\$ 0.0584
	QUART	\$ 0.3903	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.0193	\$ 0.0370	\$ 1.0563	\$ (0.1305)	\$ 0.2437	\$ 1.1695	\$ 1.1153	\$ 0.0542
	PINT	\$ 0.1951	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6231	\$ 0.0226	\$ 0.6457	\$ (0.0653)	\$ 0.1219	\$ 0.7023	\$ 0.6772	\$ 0.0251
	12 OUNCE	\$ 0.1464	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4761	\$ 0.0173	\$ 0.4934	\$ (0.0489)	\$ 0.0914	\$ 0.5359	\$ 0.5150	\$ 0.0209
	10 OUNCE	\$ 0.1220	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.2912	\$ 0.0106	\$ 0.3018	\$ (0.0435)	\$ 0.0812	\$ 0.3395	\$ 0.3317	\$ 0.0078
	1/2 PINT	\$ 0.0976	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2484	\$ 0.0090	\$ 0.2574	\$ (0.0326)	\$ 0.0609	\$ 0.2857	\$ 0.2773	\$ 0.0084
	4 OUNCE	\$ 0.0488	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1590	\$ 0.0058	\$ 0.1648	\$ (0.0163)	\$ 0.0305	\$ 0.1790	\$ 0.1712	\$ 0.0078
	Bulk per Quart	\$ 0.3903	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9455	\$ 0.0343	\$ 0.9798	\$ (0.1305)	\$ 0.2437	\$ 1.0930	\$ 1.0735	\$ 0.0195
NON FAT (SKIM) MILK	GALLON	\$ 1.4240	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.0566	\$ 0.1109	\$ 3.1675	\$ (0.5220)	\$ 0.9748	\$ 3.6203	\$ 3.5126	\$ 0.1077
	1/2 GALLON	\$ 0.7120	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.5714	\$ 0.0570	\$ 1.6284	\$ (0.2610)	\$ 0.4874	\$ 1.8548	\$ 1.7965	\$ 0.0583
	QUART	\$ 0.3560	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 0.9850	\$ 0.0357	\$ 1.0207	\$ (0.1305)	\$ 0.2437	\$ 1.1339	\$ 1.0797	\$ 0.0542
	PINT	\$ 0.1780	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6060	\$ 0.0220	\$ 0.6280	\$ (0.0653)	\$ 0.1219	\$ 0.6846	\$ 0.6595	\$ 0.0251
	12 OUNCE	\$ 0.1335	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4632	\$ 0.0168	\$ 0.4800	\$ (0.0489)	\$ 0.0914	\$ 0.5225	\$ 0.5017	\$ 0.0208
	10 OUNCE	\$ 0.1112	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.2804	\$ 0.0102	\$ 0.2906	\$ (0.0435)	\$ 0.0812	\$ 0.3283	\$ 0.3206	\$ 0.0077
	1/2 PINT	\$ 0.0890	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2398	\$ 0.0087	\$ 0.2485	\$ (0.0326)	\$ 0.0609	\$ 0.2768	\$ 0.2684	\$ 0.0084
	4 OUNCE	\$ 0.0445	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1547	\$ 0.0056	\$ 0.1603	\$ (0.0163)	\$ 0.0305	\$ 0.1745	\$ 0.1667	\$ 0.0078
	Bulk per Quart	\$ 0.3560	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9112	\$ 0.0330	\$ 0.9442	\$ (0.1305)	\$ 0.2437	\$ 1.0574	\$ 1.0380	\$ 0.0194

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0025 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP**  
**DECEMBER 2021 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.1488	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.7814	\$ 0.1371	\$ 3.9185	\$ (0.5220)	\$ 0.9748	\$ 4.3713	\$ 4.2524	\$ 0.1189
	1/2 GALLON	\$ 1.0744	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.9338	\$ 0.0701	\$ 2.0039	\$ (0.2610)	\$ 0.4874	\$ 2.2303	\$ 2.1663	\$ 0.0640
	QUART	\$ 0.5372	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.1662	\$ 0.0423	\$ 1.2085	\$ (0.1305)	\$ 0.2437	\$ 1.3217	\$ 1.2647	\$ 0.0570
	PINT	\$ 0.2686	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6966	\$ 0.0253	\$ 0.7219	\$ (0.0653)	\$ 0.1219	\$ 0.7785	\$ 0.7519	\$ 0.0266
	12 OUNCE	\$ 0.2015	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.5312	\$ 0.0193	\$ 0.5505	\$ (0.0489)	\$ 0.0914	\$ 0.5930	\$ 0.5711	\$ 0.0219
	10 OUNCE	\$ 0.1679	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3371	\$ 0.0122	\$ 0.3493	\$ (0.0435)	\$ 0.0812	\$ 0.3870	\$ 0.3783	\$ 0.0087
	1/2 PINT	\$ 0.1343	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2851	\$ 0.0103	\$ 0.2954	\$ (0.0326)	\$ 0.0609	\$ 0.3237	\$ 0.3146	\$ 0.0091
	4 OUNCE	\$ 0.0672	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1774	\$ 0.0064	\$ 0.1838	\$ (0.0163)	\$ 0.0305	\$ 0.1980	\$ 0.1900	\$ 0.0080
Bulk per Quart	\$ 0.5372	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 1.0924	\$ 0.0396	\$ 1.1320	\$ (0.1305)	\$ 0.2437	\$ 1.2452	\$ 1.2229	\$ 0.0223	
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.6912	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.3238	\$ 0.1206	\$ 3.4444	\$ (0.5220)	\$ 0.9748	\$ 3.8972	\$ 3.8155	\$ 0.0817
	1/2 GALLON	\$ 0.8456	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.7050	\$ 0.0618	\$ 1.7668	\$ (0.2610)	\$ 0.4874	\$ 1.9932	\$ 1.9479	\$ 0.0453
	QUART	\$ 0.4228	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.0518	\$ 0.0381	\$ 1.0899	\$ (0.1305)	\$ 0.2437	\$ 1.2031	\$ 1.1555	\$ 0.0476
	PINT	\$ 0.2114	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6394	\$ 0.0232	\$ 0.6626	\$ (0.0653)	\$ 0.1219	\$ 0.7192	\$ 0.6973	\$ 0.0219
	12 OUNCE	\$ 0.1586	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4883	\$ 0.0177	\$ 0.5060	\$ (0.0489)	\$ 0.0914	\$ 0.5485	\$ 0.5301	\$ 0.0184
	10 OUNCE	\$ 0.1321	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3013	\$ 0.0109	\$ 0.3122	\$ (0.0435)	\$ 0.0812	\$ 0.3499	\$ 0.3442	\$ 0.0057
	1/2 PINT	\$ 0.1057	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2565	\$ 0.0093	\$ 0.2658	\$ (0.0326)	\$ 0.0609	\$ 0.2941	\$ 0.2874	\$ 0.0067
	4 OUNCE	\$ 0.0529	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1631	\$ 0.0059	\$ 0.1690	\$ (0.0163)	\$ 0.0305	\$ 0.1832	\$ 0.1763	\$ 0.0069
Bulk per Quart	\$ 0.4228	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9780	\$ 0.0355	\$ 1.0135	\$ (0.1305)	\$ 0.2437	\$ 1.1267	\$ 1.1137	\$ 0.0130	
FLAVORED NONFAT MILK	GALLON	\$ 1.5712	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.2038	\$ 0.1162	\$ 3.3200	\$ (0.5220)	\$ 0.9748	\$ 3.7728	\$ 3.7442	\$ 0.0286
	1/2 GALLON	\$ 0.7856	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.6450	\$ 0.0597	\$ 1.7047	\$ (0.2610)	\$ 0.4874	\$ 1.9311	\$ 1.9122	\$ 0.0189
	QUART	\$ 0.3928	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.0218	\$ 0.0371	\$ 1.0589	\$ (0.1305)	\$ 0.2437	\$ 1.1721	\$ 1.1377	\$ 0.0344
	PINT	\$ 0.1964	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6244	\$ 0.0226	\$ 0.6470	\$ (0.0653)	\$ 0.1219	\$ 0.7036	\$ 0.6884	\$ 0.0152
	12 OUNCE	\$ 0.1473	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4770	\$ 0.0173	\$ 0.4943	\$ (0.0489)	\$ 0.0914	\$ 0.5368	\$ 0.5234	\$ 0.0134
	10 OUNCE	\$ 0.1228	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.2920	\$ 0.0106	\$ 0.3026	\$ (0.0435)	\$ 0.0812	\$ 0.3403	\$ 0.3386	\$ 0.0017
	1/2 PINT	\$ 0.0982	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2490	\$ 0.0090	\$ 0.2580	\$ (0.0326)	\$ 0.0609	\$ 0.2863	\$ 0.2829	\$ 0.0034
	4 OUNCE	\$ 0.0491	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1593	\$ 0.0058	\$ 0.1651	\$ (0.0163)	\$ 0.0305	\$ 0.1793	\$ 0.1740	\$ 0.0053
Bulk per Quart	\$ 0.3928	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9480	\$ 0.0344	\$ 0.9824	\$ (0.1305)	\$ 0.2437	\$ 1.0956	\$ 1.0959	\$ (0.0003)	
BUTTERMILK	GALLON	\$ 1.9369	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.5695	\$ 0.1295	\$ 3.6990	\$ (0.5220)	\$ 0.9748	\$ 4.1518	\$ 4.0022	\$ 0.1496
	1/2 GALLON	\$ 0.9685	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.8279	\$ 0.0663	\$ 1.8942	\$ (0.2610)	\$ 0.4874	\$ 2.1206	\$ 2.0412	\$ 0.0794
	QUART	\$ 0.4842	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.1132	\$ 0.0404	\$ 1.1536	\$ (0.1305)	\$ 0.2437	\$ 1.2668	\$ 1.2021	\$ 0.0647
	PINT	\$ 0.2421	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6701	\$ 0.0243	\$ 0.6944	\$ (0.0653)	\$ 0.1219	\$ 0.7510	\$ 0.7206	\$ 0.0304
	12 OUNCE	\$ 0.1816	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.5113	\$ 0.0185	\$ 0.5298	\$ (0.0489)	\$ 0.0914	\$ 0.5723	\$ 0.5476	\$ 0.0247
	10 OUNCE	\$ 0.1513	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3205	\$ 0.0116	\$ 0.3321	\$ (0.0435)	\$ 0.0812	\$ 0.3698	\$ 0.3588	\$ 0.0110
	1/2 PINT	\$ 0.1211	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2719	\$ 0.0099	\$ 0.2818	\$ (0.0326)	\$ 0.0609	\$ 0.3101	\$ 0.2990	\$ 0.0111
	4 OUNCE	\$ 0.0605	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1707	\$ 0.0062	\$ 0.1769	\$ (0.0163)	\$ 0.0305	\$ 0.1911	\$ 0.1821	\$ 0.0090
Bulk per Quart	\$ 0.4842	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 1.0394	\$ 0.0377	\$ 1.0771	\$ (0.1305)	\$ 0.2437	\$ 1.1903	\$ 1.1604	\$ 0.0299	

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0025 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP**  
**DECEMBER 2021 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 3.6984	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 5.3310	\$ 0.1934	\$ 5.5244	\$ (0.5220)	\$ 0.9748	\$ 5.9772	\$ 5.8391	\$ 0.1381
	1/2 GALLON	\$ 1.8492	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 2.7086	\$ 0.0982	\$ 2.8068	\$ (0.2610)	\$ 0.4874	\$ 3.0332	\$ 2.9597	\$ 0.0735
	QUART	\$ 0.9246	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.5536	\$ 0.0563	\$ 1.6099	\$ (0.1305)	\$ 0.2437	\$ 1.7231	\$ 1.6614	\$ 0.0617
	PINT	\$ 0.4623	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.8903	\$ 0.0323	\$ 0.9226	\$ (0.0653)	\$ 0.1219	\$ 0.9792	\$ 0.9503	\$ 0.0289
	12 OUNCE	\$ 0.3467	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.6764	\$ 0.0245	\$ 0.7009	\$ (0.0489)	\$ 0.0914	\$ 0.7434	\$ 0.7198	\$ 0.0236
	10 OUNCE	\$ 0.2889	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.4581	\$ 0.0166	\$ 0.4747	\$ (0.0435)	\$ 0.0812	\$ 0.5124	\$ 0.5024	\$ 0.0100
	1/2 PINT	\$ 0.2312	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.3820	\$ 0.0139	\$ 0.3959	\$ (0.0326)	\$ 0.0609	\$ 0.4242	\$ 0.4138	\$ 0.0104
	4 OUNCE	\$ 0.1156	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.2258	\$ 0.0082	\$ 0.2340	\$ (0.0163)	\$ 0.0305	\$ 0.2482	\$ 0.2395	\$ 0.0087
	Bulk per Quart	\$ 0.9246	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 1.4798	\$ 0.0537	\$ 1.5335	\$ (0.1305)	\$ 0.2437	\$ 1.6467	\$ 1.6196	\$ 0.0271

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0025 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1663	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>STANDARD (WHOLE) MILK</b>	GALLON	\$ 4.1676	\$ (0.5001)	\$ 0.6652	\$ 0.1202	\$ 4.45	\$ 4.36	\$ 0.09
	1/2 GALLON	\$ 2.1285	\$ (0.2554)	\$ 0.3326	\$ 0.0612	\$ 2.27	\$ 2.21	\$ 0.06
	QUART	<b>\$ 1.2708</b>	<b>\$ (0.1525)</b>	<b>\$ 0.1663</b>	<b>\$ 0.0356</b>	<b>\$ 1.32</b>	<b>\$ 1.27</b>	<b>\$ 0.05</b>
	PINT	\$ 0.7530	\$ (0.0904)	\$ 0.0832	\$ 0.0207	\$ 0.77	\$ 0.74	\$ 0.03
	12 OUNCE	\$ 0.5738	\$ (0.0689)	\$ 0.0624	\$ 0.0157	\$ 0.58	\$ 0.56	\$ 0.02
	10 OUNCE	\$ 0.3711	\$ (0.0445)	\$ 0.0520	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3110	\$ (0.0373)	\$ 0.0416	\$ 0.0087	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1916	\$ (0.0230)	\$ 0.0208	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1943	\$ (0.1433)	\$ 0.1663	\$ 0.0338	\$ 1.25	\$ 1.23	\$ 0.02
<b>REDUCED FAT (2%) MILK</b>	GALLON	\$ 3.9365	\$ (0.4724)	\$ 0.6652	\$ 0.1146	\$ 4.24	\$ 4.15	\$ 0.09
	1/2 GALLON	\$ 2.0129	\$ (0.2415)	\$ 0.3326	\$ 0.0584	\$ 2.16	\$ 2.11	\$ 0.05
	QUART	\$ 1.2130	\$ (0.1456)	\$ 0.1663	\$ 0.0342	\$ 1.27	\$ 1.22	\$ 0.05
	PINT	\$ 0.7241	\$ (0.0869)	\$ 0.0832	\$ 0.0200	\$ 0.74	\$ 0.72	\$ 0.02
	12 OUNCE	\$ 0.5521	\$ (0.0663)	\$ 0.0624	\$ 0.0152	\$ 0.56	\$ 0.54	\$ 0.02
	10 OUNCE	\$ 0.3530	\$ (0.0424)	\$ 0.0520	\$ 0.0101	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2966	\$ (0.0356)	\$ 0.0416	\$ 0.0084	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1844	\$ (0.0221)	\$ 0.0208	\$ 0.0051	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1365	\$ (0.1364)	\$ 0.1663	\$ 0.0324	\$ 1.20	\$ 1.18	\$ 0.02
<b>LOWFAT (1%) MILK</b>	GALLON	\$ 3.7623	\$ (0.4515)	\$ 0.6652	\$ 0.1103	\$ 4.09	\$ 3.99	\$ 0.10
	1/2 GALLON	\$ 1.9258	\$ (0.2311)	\$ 0.3326	\$ 0.0563	\$ 2.08	\$ 2.03	\$ 0.05
	QUART	\$ 1.1695	\$ (0.1403)	\$ 0.1663	\$ 0.0332	\$ 1.23	\$ 1.18	\$ 0.05
	PINT	\$ 0.7023	\$ (0.0843)	\$ 0.0832	\$ 0.0195	\$ 0.72	\$ 0.70	\$ 0.02
	12 OUNCE	\$ 0.5359	\$ (0.0643)	\$ 0.0624	\$ 0.0148	\$ 0.55	\$ 0.53	\$ 0.02
	10 OUNCE	\$ 0.3395	\$ (0.0407)	\$ 0.0520	\$ 0.0097	\$ 0.36	\$ 0.35	\$ 0.01
	1/2 PINT	\$ 0.2857	\$ (0.0343)	\$ 0.0416	\$ 0.0081	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1790	\$ (0.0215)	\$ 0.0208	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0930	\$ (0.1312)	\$ 0.1663	\$ 0.0313	\$ 1.16	\$ 1.14	\$ 0.02
<b>NONFAT (SKIM) MILK</b>	GALLON	\$ 3.6203	\$ (0.4344)	\$ 0.6652	\$ 0.1069	\$ 3.96	\$ 3.86	\$ 0.10
	1/2 GALLON	\$ 1.8548	\$ (0.2226)	\$ 0.3326	\$ 0.0545	\$ 2.02	\$ 1.97	\$ 0.05
	QUART	\$ 1.1339	\$ (0.1361)	\$ 0.1663	\$ 0.0323	\$ 1.20	\$ 1.15	\$ 0.05
	PINT	\$ 0.6846	\$ (0.0822)	\$ 0.0832	\$ 0.0190	\$ 0.70	\$ 0.68	\$ 0.02
	12 OUNCE	\$ 0.5225	\$ (0.0627)	\$ 0.0624	\$ 0.0145	\$ 0.54	\$ 0.52	\$ 0.02
	10 OUNCE	\$ 0.3283	\$ (0.0394)	\$ 0.0520	\$ 0.0095	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2768	\$ (0.0332)	\$ 0.0416	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1745	\$ (0.0209)	\$ 0.0208	\$ 0.0048	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0574	\$ (0.1269)	\$ 0.1663	\$ 0.0304	\$ 1.13	\$ 1.11	\$ 0.02

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1663	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3713	\$ (0.5246)	\$ 0.6652	\$ 0.1252	\$ 4.64	\$ 4.53	\$ 0.11
	1/2 GALLON	\$ 2.2303	\$ (0.2676)	\$ 0.3326	\$ 0.0637	\$ 2.36	\$ 2.30	\$ 0.06
	QUART	\$ 1.3217	\$ (0.1586)	\$ 0.1663	\$ 0.0369	\$ 1.37	\$ 1.31	\$ 0.06
	PINT	\$ 0.7785	\$ (0.0934)	\$ 0.0832	\$ 0.0213	\$ 0.79	\$ 0.77	\$ 0.02
	12 OUNCE	\$ 0.5930	\$ (0.0712)	\$ 0.0624	\$ 0.0162	\$ 0.60	\$ 0.58	\$ 0.02
	10 OUNCE	\$ 0.3870	\$ (0.0464)	\$ 0.0520	\$ 0.0109	\$ 0.40	\$ 0.40	\$ -
	1/2 PINT	\$ 0.3237	\$ (0.0388)	\$ 0.0416	\$ 0.0091	\$ 0.34	\$ 0.33	\$ 0.01
	4 OUNCE	\$ 0.1980	\$ (0.0238)	\$ 0.0208	\$ 0.0054	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.2452	\$ (0.1494)	\$ 0.1663	\$ 0.0350	\$ 1.30	\$ 1.28	\$ 0.02
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8972	\$ (0.4677)	\$ 0.6652	\$ 0.1136	\$ 4.21	\$ 4.13	\$ 0.08
	1/2 GALLON	\$ 1.9932	\$ (0.2392)	\$ 0.3326	\$ 0.0579	\$ 2.14	\$ 2.10	\$ 0.04
	QUART	\$ 1.2031	\$ (0.1444)	\$ 0.1663	\$ 0.0340	\$ 1.26	\$ 1.22	\$ 0.04
	PINT	\$ 0.7192	\$ (0.0863)	\$ 0.0832	\$ 0.0199	\$ 0.74	\$ 0.72	\$ 0.02
	12 OUNCE	\$ 0.5485	\$ (0.0658)	\$ 0.0624	\$ 0.0151	\$ 0.56	\$ 0.54	\$ 0.02
	10 OUNCE	\$ 0.3499	\$ (0.0420)	\$ 0.0520	\$ 0.0100	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2941	\$ (0.0353)	\$ 0.0416	\$ 0.0083	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1832	\$ (0.0220)	\$ 0.0208	\$ 0.0051	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1267	\$ (0.1352)	\$ 0.1663	\$ 0.0321	\$ 1.19	\$ 1.18	\$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.7728	\$ (0.4527)	\$ 0.6652	\$ 0.1106	\$ 4.10	\$ 4.07	\$ 0.03
	1/2 GALLON	\$ 1.9311	\$ (0.2317)	\$ 0.3326	\$ 0.0564	\$ 2.09	\$ 2.07	\$ 0.02
	QUART	\$ 1.1721	\$ (0.1407)	\$ 0.1663	\$ 0.0332	\$ 1.23	\$ 1.20	\$ 0.03
	PINT	\$ 0.7036	\$ (0.0844)	\$ 0.0832	\$ 0.0195	\$ 0.72	\$ 0.71	\$ 0.01
	12 OUNCE	\$ 0.5368	\$ (0.0644)	\$ 0.0624	\$ 0.0148	\$ 0.55	\$ 0.54	\$ 0.01
	10 OUNCE	\$ 0.3403	\$ (0.0408)	\$ 0.0520	\$ 0.0098	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2863	\$ (0.0344)	\$ 0.0416	\$ 0.0081	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1793	\$ (0.0215)	\$ 0.0208	\$ 0.0050	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0956	\$ (0.1315)	\$ 0.1663	\$ 0.0314	\$ 1.16	\$ 1.16	\$ -
BUTTERMILK	GALLON	\$ 4.1518	\$ (0.4982)	\$ 0.6652	\$ 0.1198	\$ 4.44	\$ 4.30	\$ 0.14
	1/2 GALLON	\$ 2.1206	\$ (0.2545)	\$ 0.3326	\$ 0.0610	\$ 2.26	\$ 2.19	\$ 0.07
	QUART	\$ 1.2668	\$ (0.1520)	\$ 0.1663	\$ 0.0355	\$ 1.32	\$ 1.26	\$ 0.06
	PINT	\$ 0.7510	\$ (0.0901)	\$ 0.0832	\$ 0.0206	\$ 0.76	\$ 0.74	\$ 0.02
	12 OUNCE	\$ 0.5723	\$ (0.0687)	\$ 0.0624	\$ 0.0157	\$ 0.58	\$ 0.56	\$ 0.02
	10 OUNCE	\$ 0.3698	\$ (0.0444)	\$ 0.0520	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3101	\$ (0.0372)	\$ 0.0416	\$ 0.0087	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1911	\$ (0.0229)	\$ 0.0208	\$ 0.0052	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1903	\$ (0.1428)	\$ 0.1663	\$ 0.0337	\$ 1.25	\$ 1.22	\$ 0.03

**PENNSYLVANIA MILK MARKETING BOARD  
 MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP  
 DECEMBER 2021 PRICES**

		A	B	C	D	E	F	G
		EX. 11				(A+B+C+D)		(E - F)
Container Size		Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1663	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
<b>EGG NOG</b>	<b>GALLON</b>	\$ 5.9772	\$ (0.7173)	\$ 0.6652	\$ 0.1644	\$ 6.09	\$ 5.96	\$ 0.13
	<b>1/2 GALLON</b>	\$ 3.0332	\$ (0.3640)	\$ 0.3326	\$ 0.0833	\$ 3.09	\$ 3.02	\$ 0.07
	<b>QUART</b>	\$ 1.7231	\$ (0.2068)	\$ 0.1663	\$ 0.0467	\$ 1.73	\$ 1.67	\$ 0.06
	<b>PINT</b>	\$ 0.9792	\$ (0.1175)	\$ 0.0832	\$ 0.0262	\$ 0.99	\$ 0.96	\$ 0.03
	<b>12 OUNCE</b>	\$ 0.7434	\$ (0.0892)	\$ 0.0624	\$ 0.0199	\$ 0.75	\$ 0.72	\$ 0.03
	<b>10 OUNCE</b>	\$ 0.5124	\$ (0.0615)	\$ 0.0520	\$ 0.0140	\$ 0.52	\$ 0.51	\$ 0.01
	<b>1/2 PINT</b>	\$ 0.4242	\$ (0.0509)	\$ 0.0416	\$ 0.0115	\$ 0.43	\$ 0.42	\$ 0.01
	<b>4 OUNCE</b>	\$ 0.2482	\$ (0.0298)	\$ 0.0208	\$ 0.0066	\$ 0.25	\$ 0.24	\$ 0.01
	<b>Bulk per Quart</b>	\$ 1.6467	\$ (0.1976)	\$ 0.1663	\$ 0.0448	\$ 1.66	\$ 1.64	\$ 0.02