



Commonwealth of Pennsylvania
Milk Marketing Board
2301 North Cameron Street
Harrisburg, PA 17110-9408

717/787-4194
Fax 717/783-6492

WEB SITE: <http://www.mmb.pa.gov>

E-mail: ra-pmmb@pa.gov

Official General
Order No. A-954 (CRO 11)

Posted: March 16, 2021
Effective: April 1, 2021

COST REPLACEMENT ORDER FOR THE WESTERN MILK MARKETING AREA, AREA 5

NOW, this 16th day of March 2021, the Commonwealth of Pennsylvania, Milk Marketing Board, issues this official general order pursuant to the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204. This order will become effective at 12:01 a.m. on April 1, 2021.

SECTION A INCORPORATION

The attached Findings of Fact, Conclusions of Law, and Attachments are incorporated herein by reference as though fully set forth in this order.

SECTION B SCOPE

(a) The costs adopted by the Board in this order shall replace the costs in the appropriate cost centers embodied in Official General Order A-954 (CRO 10) and will be incorporated into the wholesale and retail prices of Class I and II price-controlled packaged products sold in Milk Marketing Area No. 5, as defined in Section B of Official General Order A-954.

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

(c) The rate of return to retailers is 2.7%.

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-954

All parts of Official General Order A-954 not inconsistent with Section B (relating to scope) continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Date: March 16, 2021

IF YOU REQUIRE THIS INFORMATION IN AN ALTERNATE FORMAT, PLEASE CALL 717-787-4194 OR 1-800-654-5984 (PA RELAY SERVICE FOR TDD USERS).

FINDINGS OF FACT AND CONCLUSIONS OF LAW
COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 5

I. FINDINGS OF FACT

1. On March 3, 2021, the Pennsylvania Milk Marketing Board (“Board”) convened a cost replacement hearing for Milk Marketing Area No. 5.

2. Notice of the hearing was published at 51 Pennsylvania Bulletin 113 dated January 2, 2021. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1586, dated December 14, 2020. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross-section used by both Board Staff and the Area 5 Milk Dealers (Dealers), the only parties to present dealer cost information, consisted of Dean Dairy Products LLC – Sharpsville; Galliker Dairy Company; Schneider’s Dairy, Inc.; Turner Dairy Farms, Inc.; United Dairy, Inc. – Martin’s Ferry; and United Dairy, Inc. – Uniontown.

4. Clifford Ackman, appearing on behalf of Board Staff as an expert in milk industry statistics, testified that the dealer cross section was representative of the dealers doing business in Area 5. Mr. Ackman testified that the reported product sales ratios of the cross-section dealers are very much like the reported product sales ratios of all dealers in Area 5, observing that the comparison of product sales ratios fell within statistically acceptable limits using the Chi-square goodness of fit test. Mr. Ackman further testified that the cross section dealers were reflective of all dealer sales into Area 5 when comparing sizes of deliveries, types of deliveries, and customers served. Ron Mong, appearing on behalf of Dealers as an expert in cost accounting and milk cost accounting, agreed that the cross section was representative. Based on the factors outlined by Mr. Ackman, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 5.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and enforcement. Both Mr. Gojsovich and Mr. Mong testified that the cross-section dealers incurred a cost of \$0.3400 per point for processing, packaging, and delivering milk in 2019. Based on this uncontradicted testimony, the Board finds that the cross section dealers incurred a cost of \$0.3400 per point for processing, packaging, and delivery, and further finds that \$0.3400 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Mong testified to the following 2020 ingredient costs based on year 2019 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0007/lb; Flavored Milk - \$0.0383/lb; Flavored Reduced Fat Milk - \$0.0322/lb; Flavored Non-Fat Milk - \$0.0395/lb; Buttermilk - \$0.0231/lb; Egg Nog - \$0.1637/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Mong presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$(0.0033) per point between the first halves of 2019 and 2020. The Board finds that \$(0.0033) per point should be used in this order.

8. Mr. Gojsovich and Mr. Mong recommended that the diesel fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Mr. Mong recommended that the heating fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Mr. Mong presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$0.0007 per pound. Based on the uncontradicted and concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$0.0007 per pound.

11. Based on the concurring container costs evidence presented by Mr. Gojsovich and Mr. Mong, the Board finds that the following base container costs should be adopted for this order: Gallon (combined) - \$0.1981; Half Gallon - \$0.1388; Quart - \$0.1265; Pint - \$0.1220; Half Pint (paper) - \$0.0265; Half Pint (plastic) - \$0.0471; 12 Ounce - \$0.1160; 10 Ounce - \$0.0544; 4 Ounce - \$0.0277; Bulk Per Quart (Dispenser) - \$0.0942. Both Mr. Gojsovich and Mr. Mong testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly. The Board also finds that the container shrinkage factors should continue to be utilized to calculate container costs.

Mr. Gojsovich and Mr. Mong testified that a blended (or combined) container cost be used for products sold in containers that are available in both paper and plastic, except for half pint containers. They both also recommended that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on for products sold in rigid plastic containers. The Board finds that the blended container concept should continue to be used, except for half pint containers. The Board finds that minimum resale prices for products sold in paper half pint containers should be calculated using the paper container cost and that minimum resale prices for products sold in rigid plastic containers should be calculated by applying a plastic add-on to the paper container cost. The Board further finds that the base plastic add-on is \$0.0206 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

12. Both Mr. Gojsovich and Mr. Mong testified that the container efficiency adjustment should be updated.

Based on 2019 container sales and 2019 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Mr. Mong arrived the following container efficiency adjustments:

Gallon	\$(0.1083)
Half Gallon	\$(0.0746)
Quart	\$0.0801
Pint	\$0.0875
12 ounce	\$0.0649
Half Pint (Plastic and Paper)	\$0.0257
4 ounce	\$0.0317
Bulk (per quart)	\$0.0979

The Board finds that the container efficiency adjustments should be updated as presented by Mr. Gojsovich and Mr. Mong.

13. No party presented evidence regarding Class II products. Mr. Mong recommended that the Board continue using the existing methodology to price Class II products. Since there was no proposal by any party to change Class II pricing, the Board finds that the current Class II pricing methodology shall continue until a Class II hearing is called and the results memorialized in an Official General Order.

14. Mr. Mong recommended that the dealer rate of return remain at 3.5%. He testified that the rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. Mr. Mong also testified that maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry.

Based on Mr. Mong's credible and uncontradicted testimony the Board finds that the dealer rate of return should remain at 3.5%.

15. An in-store handling costs hearing is pending. Therefore, no evidence was presented at this hearing regarding retail prices. Since no evidence was presented, the Board finds that the current retail rate of return of 2.7% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

16. Mr. Gojsovich testified that the cost replacement process would result in the minimum retail price of a gallon of 2% milk increasing \$0.01. He explained that a change in that range reflects normal year-to-year changes in various cost categories.

II. CONCLUSIONS OF LAW

1. The March 3, 2021, cost replacement hearing for Milk Marketing Area No. 5 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.
2. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.
3. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.
4. The record of the Milk Marketing Area 3 hearing held on March 3, 2021, was incorporated by reference into the record of this hearing.
5. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Date: March 16, 2021

IF YOU REQUIRE THIS INFORMATION IN AN ALTERNATE FORMAT, PLEASE CALL (717) 787-4194 OR 1-800-654-5984 (PA RELAY SERVICE FOR TDD USERS).

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 5

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020

1. Weighted Diesel Fuel Costs - YEAR 2019	\$	3,105,826
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>2,520,067</u>
6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1)	\$	(585,759)
7. Weighted Delivery Points - YEAR 2019		<u>207,520,169</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>(0.0028)</u>

Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.
web address = https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 5

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2019 to AUGUST 2020

1. Weighted Heating Fuel Costs - YEAR 2019	\$	260,471
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>252,214</u>
6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1)	\$	(8,257)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019		<u>182,293,090</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>-</u></u>

Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.
web address = <http://tonto.eia.doe.gov/dnav/ng/hist/n3035pa3m.htm>

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

	Class I
Skim Rate	\$ 18.77
Butterfat Rate	\$ 1.6145

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	72,390,418	2,358,475	3.2580%	70,031,943	\$ 3,807,758	\$ 13,144,996	\$ 16,952,754	\$ 0.2342	\$ -	\$ 0.0007	\$ 0.2349
Reduced Fat (2%) Milk	112,583,468	2,164,346	1.9224%	110,419,122	\$ 3,494,337	\$ 20,725,669	\$ 24,220,006	\$ 0.2151	\$ 0.0001	\$ 0.0007	\$ 0.2159
Low Fat (1%) Milk	37,308,039	352,644	0.9452%	36,955,395	\$ 569,344	\$ 6,936,528	\$ 7,505,872	\$ 0.2012	\$ 0.0001	\$ 0.0007	\$ 0.2020
Non Fat (Skim) Milk	27,817,530	28,839	0.1037%	27,788,691	\$ 46,561	\$ 5,215,937	\$ 5,262,498	\$ 0.1892	\$ 0.0007	\$ 0.0007	\$ 0.1906
Flavored Milk	17,015,385	568,035	3.3384%	16,447,350	\$ 917,093	\$ 3,087,168	\$ 4,004,261	\$ 0.2353	\$ 0.0383	\$ 0.0007	\$ 0.2743
Flavored Reduced Fat Milk	14,966,967	145,656	0.9732%	14,821,311	\$ 235,162	\$ 2,781,960	\$ 3,017,122	\$ 0.2016	\$ 0.0322	\$ 0.0007	\$ 0.2345
Flavored NONFAT Milk	20,130,280	41,310	0.2052%	20,088,970	\$ 66,695	\$ 3,770,700	\$ 3,837,395	\$ 0.1906	\$ 0.0395	\$ 0.0007	\$ 0.2308
Buttermilk	1,388,818	24,163	1.7398%	1,364,655	\$ 39,011	\$ 256,146	\$ 295,157	\$ 0.2125	\$ 0.0231	\$ 0.0007	\$ 0.2363
Egg Nog	641,486	42,760	6.6658%	598,726	\$ 69,036	\$ 112,381	\$ 181,417	\$ 0.2828	\$ 0.1637	\$ 0.0007	\$ 0.4472

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0201	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.4532	\$ 0.1252	\$ 3.5784	\$ (0.5220)	\$ 0.9748	\$ 4.0312
	1/2 GALLON	\$ 1.0101	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.7469	\$ 0.0634	\$ 1.8103	\$ (0.2610)	\$ 0.4874	\$ 2.0367
	QUART	\$ 0.5050	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0561	\$ 0.0383	\$ 1.0944	\$ (0.1305)	\$ 0.2437	\$ 1.2076
	PINT	\$ 0.2525	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6348	\$ 0.0230	\$ 0.6578	\$ (0.0653)	\$ 0.1219	\$ 0.7144
	12 OUNCE	\$ 0.1894	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4971	\$ 0.0180	\$ 0.5151	\$ (0.0489)	\$ 0.0914	\$ 0.5576
	10 OUNCE	\$ 0.1578	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3179	\$ 0.0115	\$ 0.3294	\$ (0.0435)	\$ 0.0812	\$ 0.3671
	1/2 PINT	\$ 0.1263	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2658	\$ 0.0096	\$ 0.2754	\$ (0.0326)	\$ 0.0609	\$ 0.3037
	4 OUNCE	\$ 0.0631	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1652	\$ 0.0060	\$ 0.1712	\$ (0.0163)	\$ 0.0305	\$ 0.1854
	Bulk per Quart	\$ 0.5050	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0365	\$ 0.0376	\$ 1.0741	\$ (0.1305)	\$ 0.2437	\$ 1.1873
REDUCED FAT (2%) MILK	GALLON	\$ 1.8611	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.2942	\$ 0.1195	\$ 3.4137	\$ (0.5220)	\$ 0.9748	\$ 3.8665
	1/2 GALLON	\$ 0.9305	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.6673	\$ 0.0605	\$ 1.7278	\$ (0.2610)	\$ 0.4874	\$ 1.9542
	QUART	\$ 0.4653	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0164	\$ 0.0369	\$ 1.0533	\$ (0.1305)	\$ 0.2437	\$ 1.1665
	PINT	\$ 0.2326	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6149	\$ 0.0223	\$ 0.6372	\$ (0.0653)	\$ 0.1219	\$ 0.6938
	12 OUNCE	\$ 0.1745	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4822	\$ 0.0175	\$ 0.4997	\$ (0.0489)	\$ 0.0914	\$ 0.5422
	10 OUNCE	\$ 0.1454	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3055	\$ 0.0111	\$ 0.3166	\$ (0.0435)	\$ 0.0812	\$ 0.3543
	1/2 PINT	\$ 0.1163	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2558	\$ 0.0093	\$ 0.2651	\$ (0.0326)	\$ 0.0609	\$ 0.2934
	4 OUNCE	\$ 0.0582	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1603	\$ 0.0058	\$ 0.1661	\$ (0.0163)	\$ 0.0305	\$ 0.1803
	Bulk per Quart	\$ 0.4653	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 0.9968	\$ 0.0362	\$ 1.0330	\$ (0.1305)	\$ 0.2437	\$ 1.1462
LOW FAT (1%) MILK	GALLON	\$ 1.7412	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.1743	\$ 0.1151	\$ 3.2894	\$ (0.5220)	\$ 0.9748	\$ 3.7422
	1/2 GALLON	\$ 0.8706	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.6074	\$ 0.0583	\$ 1.6657	\$ (0.2610)	\$ 0.4874	\$ 1.8921
	QUART	\$ 0.4353	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 0.9864	\$ 0.0358	\$ 1.0222	\$ (0.1305)	\$ 0.2437	\$ 1.1354
	PINT	\$ 0.2177	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6000	\$ 0.0218	\$ 0.6218	\$ (0.0653)	\$ 0.1219	\$ 0.6784
	12 OUNCE	\$ 0.1632	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4709	\$ 0.0171	\$ 0.4880	\$ (0.0489)	\$ 0.0914	\$ 0.5305
	10 OUNCE	\$ 0.1360	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.2961	\$ 0.0107	\$ 0.3068	\$ (0.0435)	\$ 0.0812	\$ 0.3445
	1/2 PINT	\$ 0.1088	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2483	\$ 0.0090	\$ 0.2573	\$ (0.0326)	\$ 0.0609	\$ 0.2856
	4 OUNCE	\$ 0.0544	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1565	\$ 0.0057	\$ 0.1622	\$ (0.0163)	\$ 0.0305	\$ 0.1764
	Bulk per Quart	\$ 0.4353	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 0.9668	\$ 0.0351	\$ 1.0019	\$ (0.1305)	\$ 0.2437	\$ 1.1151
NON FAT (SKIM) MILK	GALLON	\$ 1.6449	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.0780	\$ 0.1116	\$ 3.1896	\$ (0.5220)	\$ 0.9748	\$ 3.6424
	1/2 GALLON	\$ 0.8224	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.5592	\$ 0.0566	\$ 1.6158	\$ (0.2610)	\$ 0.4874	\$ 1.8422
	QUART	\$ 0.4112	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 0.9623	\$ 0.0349	\$ 0.9972	\$ (0.1305)	\$ 0.2437	\$ 1.1104
	PINT	\$ 0.2056	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.5879	\$ 0.0213	\$ 0.6092	\$ (0.0653)	\$ 0.1219	\$ 0.6658
	12 OUNCE	\$ 0.1542	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4619	\$ 0.0168	\$ 0.4787	\$ (0.0489)	\$ 0.0914	\$ 0.5212
	10 OUNCE	\$ 0.1285	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.2886	\$ 0.0105	\$ 0.2991	\$ (0.0435)	\$ 0.0812	\$ 0.3368
	1/2 PINT	\$ 0.1028	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2423	\$ 0.0088	\$ 0.2511	\$ (0.0326)	\$ 0.0609	\$ 0.2794
	4 OUNCE	\$ 0.0514	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1535	\$ 0.0056	\$ 0.1591	\$ (0.0163)	\$ 0.0305	\$ 0.1733
	Bulk per Quart	\$ 0.4112	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 0.9427	\$ 0.0342	\$ 0.9769	\$ (0.1305)	\$ 0.2437	\$ 1.0901

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0043 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	
FLAVORED MILK	GALLON	\$ 2.1944	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.6275	\$ 0.1316	\$ 3.7591	\$ (0.5220)	\$ 0.9748	\$ 4.2119
	1/2 GALLON	\$ 1.0972	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.8340	\$ 0.0665	\$ 1.9005	\$ (0.2610)	\$ 0.4874	\$ 2.1269
	QUART	\$ 0.5486	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0997	\$ 0.0399	\$ 1.1396	\$ (0.1305)	\$ 0.2437	\$ 1.2528
	PINT	\$ 0.2743	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6566	\$ 0.0238	\$ 0.6804	\$ (0.0653)	\$ 0.1219	\$ 0.7370
	12 OUNCE	\$ 0.2057	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.5134	\$ 0.0186	\$ 0.5320	\$ (0.0489)	\$ 0.0914	\$ 0.5745
	10 OUNCE	\$ 0.1714	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3315	\$ 0.0120	\$ 0.3435	\$ (0.0435)	\$ 0.0812	\$ 0.3812
	1/2 PINT	\$ 0.1372	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2767	\$ 0.0100	\$ 0.2867	\$ (0.0326)	\$ 0.0609	\$ 0.3150
	4 OUNCE	\$ 0.0686	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1707	\$ 0.0062	\$ 0.1769	\$ (0.0163)	\$ 0.0305	\$ 0.1911
	Bulk per Quart	\$ 0.5486	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0801	\$ 0.0392	\$ 1.1193	\$ (0.1305)	\$ 0.2437	\$ 1.2325
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8760	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.3091	\$ 0.1200	\$ 3.4291	\$ (0.5220)	\$ 0.9748	\$ 3.8819
	1/2 GALLON	\$ 0.9380	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.6748	\$ 0.0607	\$ 1.7355	\$ (0.2610)	\$ 0.4874	\$ 1.9619
	QUART	\$ 0.4690	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0201	\$ 0.0370	\$ 1.0571	\$ (0.1305)	\$ 0.2437	\$ 1.1703
	PINT	\$ 0.2345	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6168	\$ 0.0224	\$ 0.6392	\$ (0.0653)	\$ 0.1219	\$ 0.6958
	12 OUNCE	\$ 0.1759	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4836	\$ 0.0175	\$ 0.5011	\$ (0.0489)	\$ 0.0914	\$ 0.5436
	10 OUNCE	\$ 0.1466	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3067	\$ 0.0111	\$ 0.3178	\$ (0.0435)	\$ 0.0812	\$ 0.3555
	1/2 PINT	\$ 0.1173	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2568	\$ 0.0093	\$ 0.2661	\$ (0.0326)	\$ 0.0609	\$ 0.2944
	4 OUNCE	\$ 0.0586	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1607	\$ 0.0058	\$ 0.1665	\$ (0.0163)	\$ 0.0305	\$ 0.1807
	Bulk per Quart	\$ 0.4690	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0005	\$ 0.0363	\$ 1.0368	\$ (0.1305)	\$ 0.2437	\$ 1.1500
FLAVORED NONFAT MILK	GALLON	\$ 1.8464	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.2795	\$ 0.1189	\$ 3.3984	\$ (0.5220)	\$ 0.9748	\$ 3.8512
	1/2 GALLON	\$ 0.9232	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.6600	\$ 0.0602	\$ 1.7202	\$ (0.2610)	\$ 0.4874	\$ 1.9466
	QUART	\$ 0.4616	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0127	\$ 0.0367	\$ 1.0494	\$ (0.1305)	\$ 0.2437	\$ 1.1626
	PINT	\$ 0.2308	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6131	\$ 0.0222	\$ 0.6353	\$ (0.0653)	\$ 0.1219	\$ 0.6919
	12 OUNCE	\$ 0.1731	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4808	\$ 0.0174	\$ 0.4982	\$ (0.0489)	\$ 0.0914	\$ 0.5407
	10 OUNCE	\$ 0.1443	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3044	\$ 0.0110	\$ 0.3154	\$ (0.0435)	\$ 0.0812	\$ 0.3531
	1/2 PINT	\$ 0.1154	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2549	\$ 0.0092	\$ 0.2641	\$ (0.0326)	\$ 0.0609	\$ 0.2924
	4 OUNCE	\$ 0.0577	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1598	\$ 0.0058	\$ 0.1656	\$ (0.0163)	\$ 0.0305	\$ 0.1798
	Bulk per Quart	\$ 0.4616	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 0.9931	\$ 0.0360	\$ 1.0291	\$ (0.1305)	\$ 0.2437	\$ 1.1423
BUTTERMILK	GALLON	\$ 2.0369	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.4700	\$ 0.1259	\$ 3.5959	\$ (0.5220)	\$ 0.9748	\$ 4.0487
	1/2 GALLON	\$ 1.0185	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.7553	\$ 0.0637	\$ 1.8190	\$ (0.2610)	\$ 0.4874	\$ 2.0454
	QUART	\$ 0.5092	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0603	\$ 0.0385	\$ 1.0988	\$ (0.1305)	\$ 0.2437	\$ 1.2120
	PINT	\$ 0.2546	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6369	\$ 0.0231	\$ 0.6600	\$ (0.0653)	\$ 0.1219	\$ 0.7166
	12 OUNCE	\$ 0.1910	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4987	\$ 0.0181	\$ 0.5168	\$ (0.0489)	\$ 0.0914	\$ 0.5593
	10 OUNCE	\$ 0.1591	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3192	\$ 0.0116	\$ 0.3308	\$ (0.0435)	\$ 0.0812	\$ 0.3685
	1/2 PINT	\$ 0.1273	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2668	\$ 0.0097	\$ 0.2765	\$ (0.0326)	\$ 0.0609	\$ 0.3048
	4 OUNCE	\$ 0.0637	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1658	\$ 0.0060	\$ 0.1718	\$ (0.0163)	\$ 0.0305	\$ 0.1860
	Bulk per Quart	\$ 0.5092	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0407	\$ 0.0377	\$ 1.0784	\$ (0.1305)	\$ 0.2437	\$ 1.1916

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0043 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	
EGG NOG	GALLON	\$ 3.5776	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 5.0107	\$ 0.1817	\$ 5.1924	\$ (0.5220)	\$ 0.9748	\$ 5.6452
	1/2 GALLON	\$ 1.7888	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 2.5256	\$ 0.0916	\$ 2.6172	\$ (0.2610)	\$ 0.4874	\$ 2.8436
	QUART	\$ 0.8944	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.4455	\$ 0.0524	\$ 1.4979	\$ (0.1305)	\$ 0.2437	\$ 1.6111
	PINT	\$ 0.4472	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.8295	\$ 0.0301	\$ 0.8596	\$ (0.0653)	\$ 0.1219	\$ 0.9162
	12 OUNCE	\$ 0.3354	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.6431	\$ 0.0233	\$ 0.6664	\$ (0.0489)	\$ 0.0914	\$ 0.7089
	10 OUNCE	\$ 0.2795	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.4396	\$ 0.0159	\$ 0.4555	\$ (0.0435)	\$ 0.0812	\$ 0.4932
	1/2 PINT	\$ 0.2236	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.3631	\$ 0.0132	\$ 0.3763	\$ (0.0326)	\$ 0.0609	\$ 0.4046
	4 OUNCE	\$ 0.1118	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.2139	\$ 0.0078	\$ 0.2217	\$ (0.0163)	\$ 0.0305	\$ 0.2359
	Bulk per Quart	\$ 0.8944	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.4259	\$ 0.0517	\$ 1.4776	\$ (0.1305)	\$ 0.2437	\$ 1.5908

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0043 per quart equivalent.

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

**RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1565	2.7% Store Profit	Proposed Retail Price	
STANDARD (WHOLE) MILK	GALLON	\$ 4.0312	\$ (0.4837)	\$ 0.6260	\$ 0.1158	\$ 4.29
	1/2 GALLON	\$ 2.0367	\$ (0.2444)	\$ 0.3130	\$ 0.0584	\$ 2.16
	QUART	\$ 1.2076	\$ (0.1449)	\$ 0.1565	\$ 0.0338	\$ 1.25
	PINT	\$ 0.7144	\$ (0.0857)	\$ 0.0783	\$ 0.0196	\$ 0.73
	12 OUNCE	\$ 0.5576	\$ (0.0669)	\$ 0.0587	\$ 0.0152	\$ 0.56
	10 OUNCE	\$ 0.3671	\$ (0.0441)	\$ 0.0489	\$ 0.0103	\$ 0.38
	1/2 PINT	\$ 0.3037	\$ (0.0364)	\$ 0.0391	\$ 0.0085	\$ 0.31
	4 OUNCE	\$ 0.1854	\$ (0.0222)	\$ 0.0196	\$ 0.0051	\$ 0.19
	Bulk per Quart	\$ 1.1873	\$ (0.1425)	\$ 0.1565	\$ 0.0333	\$ 1.23
REDUCED FAT (2%) MILK	GALLON	\$ 3.8665	\$ (0.4640)	\$ 0.6260	\$ 0.1118	\$ 4.14
	1/2 GALLON	\$ 1.9542	\$ (0.2345)	\$ 0.3130	\$ 0.0564	\$ 2.09
	QUART	\$ 1.1665	\$ (0.1400)	\$ 0.1565	\$ 0.0328	\$ 1.22
	PINT	\$ 0.6938	\$ (0.0833)	\$ 0.0783	\$ 0.0191	\$ 0.71
	12 OUNCE	\$ 0.5422	\$ (0.0651)	\$ 0.0587	\$ 0.0149	\$ 0.55
	10 OUNCE	\$ 0.3543	\$ (0.0425)	\$ 0.0489	\$ 0.0100	\$ 0.37
	1/2 PINT	\$ 0.2934	\$ (0.0352)	\$ 0.0391	\$ 0.0082	\$ 0.31
	4 OUNCE	\$ 0.1803	\$ (0.0216)	\$ 0.0196	\$ 0.0049	\$ 0.19
	Bulk per Quart	\$ 1.1462	\$ (0.1375)	\$ 0.1565	\$ 0.0323	\$ 1.20
LOWFAT (1%) MILK	GALLON	\$ 3.7422	\$ (0.4491)	\$ 0.6260	\$ 0.1088	\$ 4.03
	1/2 GALLON	\$ 1.8921	\$ (0.2271)	\$ 0.3130	\$ 0.0549	\$ 2.03
	QUART	\$ 1.1354	\$ (0.1362)	\$ 0.1565	\$ 0.0321	\$ 1.19
	PINT	\$ 0.6784	\$ (0.0814)	\$ 0.0783	\$ 0.0187	\$ 0.69
	12 OUNCE	\$ 0.5305	\$ (0.0637)	\$ 0.0587	\$ 0.0146	\$ 0.54
	10 OUNCE	\$ 0.3445	\$ (0.0413)	\$ 0.0489	\$ 0.0098	\$ 0.36
	1/2 PINT	\$ 0.2856	\$ (0.0343)	\$ 0.0391	\$ 0.0081	\$ 0.30
	4 OUNCE	\$ 0.1764	\$ (0.0212)	\$ 0.0196	\$ 0.0049	\$ 0.18
	Bulk per Quart	\$ 1.1151	\$ (0.1338)	\$ 0.1565	\$ 0.0316	\$ 1.17
NONFAT (SKIM) MILK	GALLON	\$ 3.6424	\$ (0.4371)	\$ 0.6260	\$ 0.1063	\$ 3.94
	1/2 GALLON	\$ 1.8422	\$ (0.2211)	\$ 0.3130	\$ 0.0537	\$ 1.99
	QUART	\$ 1.1104	\$ (0.1332)	\$ 0.1565	\$ 0.0315	\$ 1.17
	PINT	\$ 0.6658	\$ (0.0799)	\$ 0.0783	\$ 0.0184	\$ 0.68
	12 OUNCE	\$ 0.5212	\$ (0.0625)	\$ 0.0587	\$ 0.0144	\$ 0.53
	10 OUNCE	\$ 0.3368	\$ (0.0404)	\$ 0.0489	\$ 0.0096	\$ 0.35
	1/2 PINT	\$ 0.2794	\$ (0.0335)	\$ 0.0391	\$ 0.0079	\$ 0.29
	4 OUNCE	\$ 0.1733	\$ (0.0208)	\$ 0.0196	\$ 0.0048	\$ 0.18
	Bulk per Quart	\$ 1.0901	\$ (0.1308)	\$ 0.1565	\$ 0.0310	\$ 1.15

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

**RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1565	2.7% Store Profit	Proposed Retail Price	
FLAVORED MILK	GALLON	\$ 4.2119	\$ (0.5054)	\$ 0.6260	\$ 0.1202	\$ 4.45
	1/2 GALLON	\$ 2.1269	\$ (0.2552)	\$ 0.3130	\$ 0.0606	\$ 2.25
	QUART	\$ 1.2528	\$ (0.1503)	\$ 0.1565	\$ 0.0349	\$ 1.29
	PINT	\$ 0.7370	\$ (0.0884)	\$ 0.0783	\$ 0.0202	\$ 0.75
	12 OUNCE	\$ 0.5745	\$ (0.0689)	\$ 0.0587	\$ 0.0157	\$ 0.58
	10 OUNCE	\$ 0.3812	\$ (0.0457)	\$ 0.0489	\$ 0.0107	\$ 0.40
	1/2 PINT	\$ 0.3150	\$ (0.0378)	\$ 0.0391	\$ 0.0088	\$ 0.33
	4 OUNCE	\$ 0.1911	\$ (0.0229)	\$ 0.0196	\$ 0.0052	\$ 0.20
Bulk per Quart	\$ 1.2325	\$ (0.1479)	\$ 0.1565	\$ 0.0344	\$ 1.28	
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8819	\$ (0.4658)	\$ 0.6260	\$ 0.1122	\$ 4.15
	1/2 GALLON	\$ 1.9619	\$ (0.2354)	\$ 0.3130	\$ 0.0566	\$ 2.10
	QUART	\$ 1.1703	\$ (0.1404)	\$ 0.1565	\$ 0.0329	\$ 1.22
	PINT	\$ 0.6958	\$ (0.0835)	\$ 0.0783	\$ 0.0192	\$ 0.71
	12 OUNCE	\$ 0.5436	\$ (0.0652)	\$ 0.0587	\$ 0.0149	\$ 0.55
	10 OUNCE	\$ 0.3555	\$ (0.0427)	\$ 0.0489	\$ 0.0100	\$ 0.37
	1/2 PINT	\$ 0.2944	\$ (0.0353)	\$ 0.0391	\$ 0.0083	\$ 0.31
	4 OUNCE	\$ 0.1807	\$ (0.0217)	\$ 0.0196	\$ 0.0050	\$ 0.19
Bulk per Quart	\$ 1.1500	\$ (0.1380)	\$ 0.1565	\$ 0.0324	\$ 1.20	
FLAVORED NONFAT MILK	GALLON	\$ 3.8512	\$ (0.4621)	\$ 0.6260	\$ 0.1114	\$ 4.13
	1/2 GALLON	\$ 1.9466	\$ (0.2336)	\$ 0.3130	\$ 0.0562	\$ 2.08
	QUART	\$ 1.1626	\$ (0.1395)	\$ 0.1565	\$ 0.0327	\$ 1.21
	PINT	\$ 0.6919	\$ (0.0830)	\$ 0.0783	\$ 0.0191	\$ 0.71
	12 OUNCE	\$ 0.5407	\$ (0.0649)	\$ 0.0587	\$ 0.0148	\$ 0.55
	10 OUNCE	\$ 0.3531	\$ (0.0424)	\$ 0.0489	\$ 0.0100	\$ 0.37
	1/2 PINT	\$ 0.2924	\$ (0.0351)	\$ 0.0391	\$ 0.0082	\$ 0.30
	4 OUNCE	\$ 0.1798	\$ (0.0216)	\$ 0.0196	\$ 0.0049	\$ 0.18
Bulk per Quart	\$ 1.1423	\$ (0.1371)	\$ 0.1565	\$ 0.0322	\$ 1.19	
BUTTERMILK	GALLON	\$ 4.0487	\$ (0.4858)	\$ 0.6260	\$ 0.1162	\$ 4.31
	1/2 GALLON	\$ 2.0454	\$ (0.2454)	\$ 0.3130	\$ 0.0586	\$ 2.17
	QUART	\$ 1.2120	\$ (0.1454)	\$ 0.1565	\$ 0.0339	\$ 1.26
	PINT	\$ 0.7166	\$ (0.0860)	\$ 0.0783	\$ 0.0197	\$ 0.73
	12 OUNCE	\$ 0.5593	\$ (0.0671)	\$ 0.0587	\$ 0.0153	\$ 0.57
	10 OUNCE	\$ 0.3685	\$ (0.0442)	\$ 0.0489	\$ 0.0104	\$ 0.38
	1/2 PINT	\$ 0.3048	\$ (0.0366)	\$ 0.0391	\$ 0.0085	\$ 0.32
	4 OUNCE	\$ 0.1860	\$ (0.0223)	\$ 0.0196	\$ 0.0051	\$ 0.19
Bulk per Quart	\$ 1.1916	\$ (0.1430)	\$ 0.1565	\$ 0.0334	\$ 1.24	

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

**RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES**

		A EX. 11	B	C	D	E (A+B+C+D)
Container Size		Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1565	2.7% Store Profit	Proposed Retail Price
EGG NOG	GALLON	\$ 5.6452	\$ (0.6774)	\$ 0.6260	\$ 0.1552	\$ 5.75
	1/2 GALLON	\$ 2.8436	\$ (0.3412)	\$ 0.3130	\$ 0.0781	\$ 2.89
	QUART	\$ 1.6111	\$ (0.1933)	\$ 0.1565	\$ 0.0437	\$ 1.62
	PINT	\$ 0.9162	\$ (0.1099)	\$ 0.0783	\$ 0.0245	\$ 0.93
	12 OUNCE	\$ 0.7089	\$ (0.0851)	\$ 0.0587	\$ 0.0189	\$ 0.72
	10 OUNCE	\$ 0.4932	\$ (0.0592)	\$ 0.0489	\$ 0.0134	\$ 0.50
	1/2 PINT	\$ 0.4046	\$ (0.0486)	\$ 0.0391	\$ 0.0110	\$ 0.41
	4 OUNCE	\$ 0.2359	\$ (0.0283)	\$ 0.0196	\$ 0.0063	\$ 0.25
	Bulk per Quart	\$ 1.5908	\$ (0.1909)	\$ 0.1565	\$ 0.0432	\$ 1.60