



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General
Order No. A-963 (CRO 12)

Posted: April 6, 2022
Effective: May 1, 2022

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

NOW, this 6th day of April 2022, 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 May 1, 2022.

SECTION A INCORPORATION

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

SECTION B SCOPE

(a) The costs adopted by the Board in this order shall replace the costs in the appropriate cost centers embodied in Official General Order A-963 (CRO 11) and will be incorporated into the wholesale and retail prices of Class I and II price-controlled packaged products sold in Milk Marketing Area No. 4, as defined in Section B of Official General Order A-963. Wholesale and retail prices will be adjusted as well by the increase in labor, insurance, and utility costs that the Board adopts in this order.

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

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

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-963

All parts of Official General Order A-963 (CRO 11) not inconsistent with Section B (relating to scope) continue in effect.

PENNSYLVANIA MILK MARKETING BOARD



Robert N. Barley, Chairman



James A. Van Blarcom, Member



Kristi R. Kassimer, Consumer Member

Date: April 6, 2022

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FINDINGS OF FACT AND CONCLUSIONS OF LAW
COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 4
MARCH 2, 2022

I. FINDINGS OF FACT

1. On March 2, 2022, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 4.

2. Notice of the hearing was published at 51 Pennsylvania Bulletin 7964 dated December 18, 2021. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1604, dated December 6, 2021. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross section used by both Board Staff and the Area 4 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of DFA Dairy Brands Fluid, LLC – Lebanon; Galliker Dairy Company; Harrisburg Dairies, Inc.; Milk Industry Management Corp.; Rutter Brothers Dairy, Inc.; and Turkey Hill, LLC.

4. Carol Hardbarger, PhD, appearing on behalf of Board Staff as an expert in milk industry statistics, testified that the dealer cross section was representative of the dealers doing business in Area 4. Dr. Hardbarger testified that the cross-section dealers accounted for 71.01% of the sales in Area 4. Dr. Hardbarger also testified that the sales by product for the cross-section dealers for the top five products by volume sold were slightly higher than those of all dealers selling into Area 4. Alexandra Albright, 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 testimony of Dr. Hardbarger and Ms. Albright, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 4.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Mr. Gojsovich and Ms. Albright testified that the cross-section dealers incurred a cost of \$0.2581 per point for processing, packaging, and delivering milk in 2020. Based on this concurring testimony, the Board finds that the cross section dealers incurred a cost of \$0.2581 per point for processing, packaging, and delivery, and further finds that \$0.2581 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Ms. Albright testified to the following 2021 ingredient costs, based on year 2020 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0031/lb; Flavored Milk - \$0.0467/lb; Flavored Reduced Fat Milk - \$0.0438/lb; Flavored Non-Fat Milk - \$0.0275/lb; Buttermilk - \$0.0284/lb; Egg Nog - \$0.2339/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Ms. Albright presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$(0.0050) per point between the first halves of 2020 and 2021. The Board finds that \$(0.0050) per point should be used in this order.

8. Mr. Gojsovich and Ms. Albright recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in diesel fuel costs continue in Area 4. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Ms. Albright recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in heating fuel costs continue in Area 4. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 9 and attached to this order as Attachment 2.

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

11. Based on the concurring container costs evidence presented by Mr. Gojsovich and Ms. Albright, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.2050; Half Gallon - \$0.1559; Quart - \$0.2038; Pint - \$0.1329; Half Pint (paper) - \$0.0263; Half Pint (plastic) - \$0.0670; 12 Ounce - \$0.0630; 10 Ounce - \$0.0309; 4 Ounce - \$0.0293; Bulk Per Quart (Dispenser) - \$0.0546. Both Mr. Gojsovich and Ms. Albright testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly, based on the base costs testified to by Mr. Gojsovich and Ms. Albright that are listed above.

Mr. Gojsovich and Ms. Albright testified that a blended (or combined) container cost be used for products sold in containers that are available in both paper and plastic, except for half pint containers. They recommended that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on for products sold in rigid plastic containers. The Board finds that the blended container concept should continue to be used, except for half pint containers. The Board finds that minimum resale prices for products sold in paper half pint containers should be calculated using the paper container cost and that minimum resale prices for products sold in rigid plastic containers should be calculated by applying a plastic add-on to the paper container cost. The Board further finds that the base plastic add-on is \$0.0407 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

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

Based on year 2020 container sales and year 2020 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Ms. Albright arrived at the following container efficiency adjustments:

Gallon	\$(0.0655)
Half Gallon	\$(0.0344)
Quart	\$0.0453
Pint	\$0.0996
Half Pint (Plastic and Paper)	\$0.0303
4 ounce	\$0.0425
Bulk (per quart)	\$0.0567

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

13. No party presented evidence regarding Class II products. Ms. Albright 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. Ms. Albright recommended that the Board maintain the rate of return at 3.5%. She 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. Ms. Albright also testified maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry. No other party presented evidence concerning the milk dealer rate of return.

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

15. Mr. Gojsovich testified that the cost replacement process resulted in the minimum retail price of a gallon of 2% milk increasing \$0.05 from the current minimum retail price. He explained that the majority of the increase was attributable to the increase in processing costs from year 2019 to year 2020.

16. An in-store handling costs hearing is pending. Therefore, no evidence was presented at this hearing regarding retail prices. Since no evidence was presented, the Board finds that the current retail rate of return of 2.5% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

II. CONCLUSIONS OF LAW

1. The March 2, 2022, cost replacement hearing for Milk Marketing Area No. 4 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.
2. The records of the Area 1 and Area 2 hearings held on March 2, 2022, were incorporated by reference into the record of this Area 4 hearing.
3. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.
4. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.
5. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

PENNSYLVANIA MILK MARKETING BOARD



Robert N. Barley, Chairman



James A. Van Blarcom, Member



Kristi R. Kassimer, Consumer Member

Date: April 6, 2022

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PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021

1. Weighted Diesel Fuel Costs - YEAR 2020	\$ 1,318,802
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>\$ 1,753,076</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021 (Line 5 - Line 1)	\$ 434,274
7. Weighted Delivery Points - YEAR 2020	<u>143,235,607</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ 0.0030</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2020 to AUGUST 2021

1. Weighted Heating Fuel Costs - YEAR 2020	\$	176,760
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>167,692</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1)	\$	(9,068)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020		<u>340,538,489</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>-</u></u>

Footnote:

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

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

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

	Class I
Skim Rate	\$ 16.86
Butterfat Rate	\$ 2.1605

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	99,381,655	3,276,003	3.2964%	96,105,652	\$ 7,077,804	\$ 16,203,413	\$ 23,281,217	\$ 0.2343	\$ -	\$ 0.0007	\$ 0.2350
Reduced Fat (2%) Milk	94,110,210	1,856,466	1.9727%	92,253,744	\$ 4,010,895	\$ 15,553,981	\$ 19,564,876	\$ 0.2079	\$ 0.0001	\$ 0.0007	\$ 0.2087
Low Fat (1%) Milk	29,203,740	289,616	0.9917%	28,914,124	\$ 625,715	\$ 4,874,921	\$ 5,500,636	\$ 0.1884	\$ 0.0001	\$ 0.0007	\$ 0.1892
Non Fat (Skim) Milk	15,072,898	14,626	0.0970%	15,058,272	\$ 31,599	\$ 2,538,825	\$ 2,570,424	\$ 0.1705	\$ 0.0031	\$ 0.0007	\$ 0.1743
Flavored Milk	8,142,956	276,141	3.3912%	7,866,815	\$ 596,603	\$ 1,326,345	\$ 1,922,948	\$ 0.2361	\$ 0.0467	\$ 0.0007	\$ 0.2835
Flavored Reduced Fat Milk	5,660,928	66,539	1.1754%	5,594,389	\$ 143,758	\$ 943,214	\$ 1,086,972	\$ 0.1920	\$ 0.0438	\$ 0.0007	\$ 0.2365
Flavored NONFAT Milk	4,501,753	1,155	0.0257%	4,500,598	\$ 2,495	\$ 758,801	\$ 761,296	\$ 0.1691	\$ 0.0275	\$ 0.0007	\$ 0.1973
Buttermilk	43,565	436	1.0008%	43,129	\$ 942	\$ 7,272	\$ 8,214	\$ 0.1885	\$ 0.0284	\$ 0.0007	\$ 0.2176
Egg Nog	884,569	62,840	7.1040%	821,729	\$ 135,766	\$ 138,544	\$ 274,310	\$ 0.3101	\$ 0.2339	\$ 0.0007	\$ 0.5447

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

WHOLESALE PRICE BUILDUP
DECEMBER 2021 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)	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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0210	\$ 0.2483	\$ (0.0044)	\$ (0.0655)	\$ 1.0324	\$ 3.2318	\$ 0.1172	\$ 3.3490	\$ (0.4352)	\$ 0.9664	\$ 3.8802	\$ 3.8291	\$ 0.0511
	1/2 GALLON	\$ 1.0105	\$ 0.1860	\$ (0.0022)	\$ (0.0344)	\$ 0.5162	\$ 1.6761	\$ 0.0608	\$ 1.7369	\$ (0.2176)	\$ 0.4832	\$ 2.0025	\$ 1.9825	\$ 0.0200
	QUART	\$ 0.5053	\$ 0.1940	\$ (0.0011)	\$ 0.0453	\$ 0.2581	\$ 1.0016	\$ 0.0363	\$ 1.0379	\$ (0.1088)	\$ 0.2416	\$ 1.1707	\$ 1.1406	\$ 0.0301
	PINT	\$ 0.2526	\$ 0.1548	\$ (0.0005)	\$ 0.0996	\$ 0.1291	\$ 0.6356	\$ 0.0231	\$ 0.6587	\$ (0.0544)	\$ 0.1208	\$ 0.7251	\$ 0.7074	\$ 0.0177
	12 OUNCE	\$ 0.1895	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0968	\$ 0.3489	\$ 0.0127	\$ 0.3616	\$ (0.0408)	\$ 0.0906	\$ 0.4114	\$ 0.4081	\$ 0.0033
	10 OUNCE	\$ 0.1579	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0807	\$ 0.2692	\$ 0.0098	\$ 0.2790	\$ (0.0340)	\$ 0.0755	\$ 0.3205	\$ 0.3178	\$ 0.0027
	1/2 PINT	\$ 0.1263	\$ 0.0262	\$ (0.0003)	\$ 0.0303	\$ 0.0645	\$ 0.2470	\$ 0.0090	\$ 0.2560	\$ (0.0272)	\$ 0.0604	\$ 0.2892	\$ 0.2816	\$ 0.0076
	4 OUNCE	\$ 0.0632	\$ 0.0297	\$ (0.0001)	\$ 0.0425	\$ 0.0323	\$ 0.1676	\$ 0.0061	\$ 0.1737	\$ (0.0136)	\$ 0.0302	\$ 0.1903	\$ 0.1813	\$ 0.0090
Bulk per Quart	\$ 0.5053	\$ 0.0553	\$ (0.0011)	\$ 0.0567	\$ 0.2581	\$ 0.8743	\$ 0.0317	\$ 0.9060	\$ (0.1088)	\$ 0.2416	\$ 1.0388	\$ 0.9957	\$ 0.0431	
REDUCED FAT (2%) MILK	GALLON	\$ 1.7990	\$ 0.2483	\$ (0.0044)	\$ (0.0655)	\$ 1.0324	\$ 3.0098	\$ 0.1092	\$ 3.1190	\$ (0.4352)	\$ 0.9664	\$ 3.6502	\$ 3.6008	\$ 0.0494
	1/2 GALLON	\$ 0.8995	\$ 0.1860	\$ (0.0022)	\$ (0.0344)	\$ 0.5162	\$ 1.5651	\$ 0.0568	\$ 1.6219	\$ (0.2176)	\$ 0.4832	\$ 1.8875	\$ 1.8684	\$ 0.0191
	QUART	\$ 0.4497	\$ 0.1940	\$ (0.0011)	\$ 0.0453	\$ 0.2581	\$ 0.9460	\$ 0.0343	\$ 0.9803	\$ (0.1088)	\$ 0.2416	\$ 1.1131	\$ 1.0836	\$ 0.0295
	PINT	\$ 0.2249	\$ 0.1548	\$ (0.0005)	\$ 0.0996	\$ 0.1291	\$ 0.6079	\$ 0.0220	\$ 0.6299	\$ (0.0544)	\$ 0.1208	\$ 0.6963	\$ 0.6789	\$ 0.0174
	12 OUNCE	\$ 0.1687	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0968	\$ 0.3281	\$ 0.0119	\$ 0.3400	\$ (0.0408)	\$ 0.0906	\$ 0.3898	\$ 0.3868	\$ 0.0030
	10 OUNCE	\$ 0.1405	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0807	\$ 0.2518	\$ 0.0091	\$ 0.2609	\$ (0.0340)	\$ 0.0755	\$ 0.3024	\$ 0.2999	\$ 0.0025
	1/2 PINT	\$ 0.1124	\$ 0.0262	\$ (0.0003)	\$ 0.0303	\$ 0.0645	\$ 0.2331	\$ 0.0085	\$ 0.2416	\$ (0.0272)	\$ 0.0604	\$ 0.2748	\$ 0.2673	\$ 0.0075
	4 OUNCE	\$ 0.0562	\$ 0.0297	\$ (0.0001)	\$ 0.0425	\$ 0.0323	\$ 0.1606	\$ 0.0058	\$ 0.1664	\$ (0.0136)	\$ 0.0302	\$ 0.1830	\$ 0.1741	\$ 0.0089
Bulk per Quart	\$ 0.4497	\$ 0.0553	\$ (0.0011)	\$ 0.0567	\$ 0.2581	\$ 0.8187	\$ 0.0297	\$ 0.8484	\$ (0.1088)	\$ 0.2416	\$ 0.9812	\$ 0.9387	\$ 0.0425	
LOW FAT (1%) MILK	GALLON	\$ 1.6309	\$ 0.2483	\$ (0.0044)	\$ (0.0655)	\$ 1.0324	\$ 2.8417	\$ 0.1031	\$ 2.9448	\$ (0.4352)	\$ 0.9664	\$ 3.4760	\$ 3.4222	\$ 0.0538
	1/2 GALLON	\$ 0.8155	\$ 0.1860	\$ (0.0022)	\$ (0.0344)	\$ 0.5162	\$ 1.4811	\$ 0.0537	\$ 1.5348	\$ (0.2176)	\$ 0.4832	\$ 1.8004	\$ 1.7791	\$ 0.0213
	QUART	\$ 0.4077	\$ 0.1940	\$ (0.0011)	\$ 0.0453	\$ 0.2581	\$ 0.9040	\$ 0.0328	\$ 0.9368	\$ (0.1088)	\$ 0.2416	\$ 1.0696	\$ 1.0389	\$ 0.0307
	PINT	\$ 0.2039	\$ 0.1548	\$ (0.0005)	\$ 0.0996	\$ 0.1291	\$ 0.5869	\$ 0.0213	\$ 0.6082	\$ (0.0544)	\$ 0.1208	\$ 0.6746	\$ 0.6566	\$ 0.0180
	12 OUNCE	\$ 0.1529	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0968	\$ 0.3123	\$ 0.0113	\$ 0.3236	\$ (0.0408)	\$ 0.0906	\$ 0.3734	\$ 0.3700	\$ 0.0034
	10 OUNCE	\$ 0.1274	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0807	\$ 0.2387	\$ 0.0087	\$ 0.2474	\$ (0.0340)	\$ 0.0755	\$ 0.2889	\$ 0.2860	\$ 0.0029
	1/2 PINT	\$ 0.1019	\$ 0.0262	\$ (0.0003)	\$ 0.0303	\$ 0.0645	\$ 0.2226	\$ 0.0081	\$ 0.2307	\$ (0.0272)	\$ 0.0604	\$ 0.2639	\$ 0.2562	\$ 0.0077
	4 OUNCE	\$ 0.0510	\$ 0.0297	\$ (0.0001)	\$ 0.0425	\$ 0.0323	\$ 0.1554	\$ 0.0056	\$ 0.1610	\$ (0.0136)	\$ 0.0302	\$ 0.1776	\$ 0.1685	\$ 0.0091
Bulk per Quart	\$ 0.4077	\$ 0.0553	\$ (0.0011)	\$ 0.0567	\$ 0.2581	\$ 0.7767	\$ 0.0282	\$ 0.8049	\$ (0.1088)	\$ 0.2416	\$ 0.9377	\$ 0.8940	\$ 0.0437	
NON FAT (SKIM) MILK	GALLON	\$ 1.5042	\$ 0.2483	\$ (0.0044)	\$ (0.0655)	\$ 1.0324	\$ 2.7150	\$ 0.0985	\$ 2.8135	\$ (0.4352)	\$ 0.9664	\$ 3.3447	\$ 3.2883	\$ 0.0564
	1/2 GALLON	\$ 0.7521	\$ 0.1860	\$ (0.0022)	\$ (0.0344)	\$ 0.5162	\$ 1.4177	\$ 0.0514	\$ 1.4691	\$ (0.2176)	\$ 0.4832	\$ 1.7347	\$ 1.7120	\$ 0.0227
	QUART	\$ 0.3761	\$ 0.1940	\$ (0.0011)	\$ 0.0453	\$ 0.2581	\$ 0.8724	\$ 0.0316	\$ 0.9040	\$ (0.1088)	\$ 0.2416	\$ 1.0368	\$ 1.0054	\$ 0.0314
	PINT	\$ 0.1880	\$ 0.1548	\$ (0.0005)	\$ 0.0996	\$ 0.1291	\$ 0.5710	\$ 0.0207	\$ 0.5917	\$ (0.0544)	\$ 0.1208	\$ 0.6581	\$ 0.6399	\$ 0.0182
	12 OUNCE	\$ 0.1410	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0968	\$ 0.3004	\$ 0.0109	\$ 0.3113	\$ (0.0408)	\$ 0.0906	\$ 0.3611	\$ 0.3575	\$ 0.0036
	10 OUNCE	\$ 0.1175	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0807	\$ 0.2288	\$ 0.0083	\$ 0.2371	\$ (0.0340)	\$ 0.0755	\$ 0.2786	\$ 0.2755	\$ 0.0031
	1/2 PINT	\$ 0.0940	\$ 0.0262	\$ (0.0003)	\$ 0.0303	\$ 0.0645	\$ 0.2147	\$ 0.0078	\$ 0.2225	\$ (0.0272)	\$ 0.0604	\$ 0.2557	\$ 0.2478	\$ 0.0079
	4 OUNCE	\$ 0.0470	\$ 0.0297	\$ (0.0001)	\$ 0.0425	\$ 0.0323	\$ 0.1514	\$ 0.0055	\$ 0.1569	\$ (0.0136)	\$ 0.0302	\$ 0.1735	\$ 0.1644	\$ 0.0091
Bulk per Quart	\$ 0.3761	\$ 0.0553	\$ (0.0011)	\$ 0.0567	\$ 0.2581	\$ 0.7451	\$ 0.0270	\$ 0.7721	\$ (0.1088)	\$ 0.2416	\$ 0.9049	\$ 0.8606	\$ 0.0443	

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0009 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

WHOLESALE PRICE BUILDUP
DECEMBER 2021 MILK PRICES

Table with 14 columns (A-M) and multiple rows for different milk types: FLAVORED MILK, FLAVORED REDUCED FAT MILK, FLAVORED NONFAT MILK, and BUTTERMILK. Each row lists container sizes (GALLON, 1/2 GALLON, QUART, PINT, 12 OUNCE, 10 OUNCE, 1/2 PINT, 4 OUNCE, Bulk per Quart) and corresponding costs across various stages (EX. 6 to EX. 10, Processing Cost, Average Delivered Cost, Profit at 3.5%, Price with Profit, Less: Average Delivery, Plus: High Cost Delivery, Proposed Wholesale Price, Current Wholesale Price, Increase/Decrease).

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0009 per quart equivalent.

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

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

EGG NOG	GALLON	\$ 4.3576	\$ 0.2483	\$ (0.0044)	\$ (0.0655)	\$ 1.0324	\$ 5.5684	\$ 0.2020	\$ 5.7704	\$ (0.4352)	\$ 0.9664	\$ 6.3016	\$ 6.2629	\$ 0.0387
	1/2 GALLON	\$ 2.1788	\$ 0.1860	\$ (0.0022)	\$ (0.0344)	\$ 0.5162	\$ 2.8444	\$ 0.1032	\$ 2.9476	\$ (0.2176)	\$ 0.4832	\$ 3.2132	\$ 3.1994	\$ 0.0138
	QUART	\$ 1.0894	\$ 0.1940	\$ (0.0011)	\$ 0.0453	\$ 0.2581	\$ 1.5857	\$ 0.0575	\$ 1.6432	\$ (0.1088)	\$ 0.2416	\$ 1.7760	\$ 1.7491	\$ 0.0269
	PINT	\$ 0.5447	\$ 0.1548	\$ (0.0005)	\$ 0.0996	\$ 0.1291	\$ 0.9277	\$ 0.0336	\$ 0.9613	\$ (0.0544)	\$ 0.1208	\$ 1.0277	\$ 1.0117	\$ 0.0160
	12 OUNCE	\$ 0.4085	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0968	\$ 0.5679	\$ 0.0206	\$ 0.5885	\$ (0.0408)	\$ 0.0906	\$ 0.6383	\$ 0.6363	\$ 0.0020
	10 OUNCE	\$ 0.3404	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0807	\$ 0.4517	\$ 0.0164	\$ 0.4681	\$ (0.0340)	\$ 0.0755	\$ 0.5096	\$ 0.5079	\$ 0.0017
	1/2 PINT	\$ 0.2724	\$ 0.0262	\$ (0.0003)	\$ 0.0303	\$ 0.0645	\$ 0.3931	\$ 0.0143	\$ 0.4074	\$ (0.0272)	\$ 0.0604	\$ 0.4406	\$ 0.4337	\$ 0.0069
	4 OUNCE	\$ 0.1362	\$ 0.0297	\$ (0.0001)	\$ 0.0425	\$ 0.0323	\$ 0.2406	\$ 0.0087	\$ 0.2493	\$ (0.0136)	\$ 0.0302	\$ 0.2659	\$ 0.2573	\$ 0.0086
	Bulk per Quart	\$ 1.0894	\$ 0.0553	\$ (0.0011)	\$ 0.0567	\$ 0.2581	\$ 1.4584	\$ 0.0529	\$ 1.5113	\$ (0.1088)	\$ 0.2416	\$ 1.6441	\$ 1.6042	\$ 0.0399

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0009 per quart equivalent.

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

**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	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.1975	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.8802	\$ (0.4040)	\$ 0.7900	\$ 0.1094	\$ 4.38	\$ 4.32	\$ 0.06
	1/2 GALLON	\$ 2.0025	\$ (0.2020)	\$ 0.3950	\$ 0.0563	\$ 2.25	\$ 2.23	\$ 0.02
	QUART	\$ 1.1707	\$ (0.1010)	\$ 0.1975	\$ 0.0325	\$ 1.30	\$ 1.27	\$ 0.03
	PINT	\$ 0.7251	\$ (0.0505)	\$ 0.0988	\$ 0.0198	\$ 0.79	\$ 0.78	\$ 0.01
	12 OUNCE	\$ 0.4114	\$ (0.0379)	\$ 0.0741	\$ 0.0115	\$ 0.46	\$ 0.46	\$ -
	10 OUNCE	\$ 0.3205	\$ (0.0316)	\$ 0.0617	\$ 0.0090	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2892	\$ (0.0253)	\$ 0.0494	\$ 0.0080	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1903	\$ (0.0126)	\$ 0.0247	\$ 0.0052	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.0388	\$ (0.1010)	\$ 0.1975	\$ 0.0291	\$ 1.16	\$ 1.12	\$ 0.04
	REDUCED FAT (2%) MILK	GALLON	\$ 3.6502	\$ (0.4040)	\$ 0.7900	\$ 0.1035	\$ 4.14	\$ 4.09
1/2 GALLON		\$ 1.8875	\$ (0.2020)	\$ 0.3950	\$ 0.0533	\$ 2.13	\$ 2.11	\$ 0.02
QUART		\$ 1.1131	\$ (0.1010)	\$ 0.1975	\$ 0.0310	\$ 1.24	\$ 1.21	\$ 0.03
PINT		\$ 0.6963	\$ (0.0505)	\$ 0.0988	\$ 0.0191	\$ 0.76	\$ 0.75	\$ 0.01
12 OUNCE		\$ 0.3898	\$ (0.0379)	\$ 0.0741	\$ 0.0109	\$ 0.44	\$ 0.43	\$ 0.01
10 OUNCE		\$ 0.3024	\$ (0.0316)	\$ 0.0617	\$ 0.0085	\$ 0.34	\$ 0.34	\$ -
1/2 PINT		\$ 0.2748	\$ (0.0253)	\$ 0.0494	\$ 0.0077	\$ 0.31	\$ 0.30	\$ 0.01
4 OUNCE		\$ 0.1830	\$ (0.0126)	\$ 0.0247	\$ 0.0050	\$ 0.20	\$ 0.19	\$ 0.01
Bulk per Quart		\$ 0.9812	\$ (0.1010)	\$ 0.1975	\$ 0.0276	\$ 1.11	\$ 1.06	\$ 0.05
LOW FAT (1%) MILK		GALLON	\$ 3.4760	\$ (0.4040)	\$ 0.7900	\$ 0.0990	\$ 3.96	\$ 3.91
	1/2 GALLON	\$ 1.8004	\$ (0.2020)	\$ 0.3950	\$ 0.0511	\$ 2.04	\$ 2.02	\$ 0.02
	QUART	\$ 1.0696	\$ (0.1010)	\$ 0.1975	\$ 0.0299	\$ 1.20	\$ 1.16	\$ 0.04
	PINT	\$ 0.6746	\$ (0.0505)	\$ 0.0988	\$ 0.0185	\$ 0.74	\$ 0.72	\$ 0.02
	12 OUNCE	\$ 0.3734	\$ (0.0379)	\$ 0.0741	\$ 0.0105	\$ 0.42	\$ 0.42	\$ -
	10 OUNCE	\$ 0.2889	\$ (0.0316)	\$ 0.0617	\$ 0.0082	\$ 0.33	\$ 0.32	\$ 0.01
	1/2 PINT	\$ 0.2639	\$ (0.0253)	\$ 0.0494	\$ 0.0074	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1776	\$ (0.0126)	\$ 0.0247	\$ 0.0049	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 0.9377	\$ (0.1010)	\$ 0.1975	\$ 0.0265	\$ 1.06	\$ 1.02	\$ 0.04
	NON FAT (SKIM) MILK	GALLON	\$ 3.3447	\$ (0.4040)	\$ 0.7900	\$ 0.0957	\$ 3.83	\$ 3.77
1/2 GALLON		\$ 1.7347	\$ (0.2020)	\$ 0.3950	\$ 0.0494	\$ 1.98	\$ 1.95	\$ 0.03
QUART		\$ 1.0368	\$ (0.1010)	\$ 0.1975	\$ 0.0291	\$ 1.16	\$ 1.13	\$ 0.03
PINT		\$ 0.6581	\$ (0.0505)	\$ 0.0988	\$ 0.0181	\$ 0.72	\$ 0.71	\$ 0.01
12 OUNCE		\$ 0.3611	\$ (0.0379)	\$ 0.0741	\$ 0.0102	\$ 0.41	\$ 0.40	\$ 0.01
10 OUNCE		\$ 0.2786	\$ (0.0316)	\$ 0.0617	\$ 0.0079	\$ 0.32	\$ 0.31	\$ 0.01
1/2 PINT		\$ 0.2557	\$ (0.0253)	\$ 0.0494	\$ 0.0072	\$ 0.29	\$ 0.28	\$ 0.01
4 OUNCE		\$ 0.1735	\$ (0.0126)	\$ 0.0247	\$ 0.0048	\$ 0.19	\$ 0.18	\$ 0.01
Bulk per Quart		\$ 0.9049	\$ (0.1010)	\$ 0.1975	\$ 0.0257	\$ 1.03	\$ 0.98	\$ 0.05

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

**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	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.1975	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.1362	\$ (0.4040)	\$ 0.7900	\$ 0.1160	\$ 4.64	\$ 4.58 \$ 0.06
	1/2 GALLON	\$ 2.1305	\$ (0.2020)	\$ 0.3950	\$ 0.0596	\$ 2.38	\$ 2.36 \$ 0.02
	QUART	\$ 1.2347	\$ (0.1010)	\$ 0.1975	\$ 0.0341	\$ 1.37	\$ 1.33 \$ 0.04
	PINT	\$ 0.7571	\$ (0.0505)	\$ 0.0988	\$ 0.0207	\$ 0.83	\$ 0.81 \$ 0.02
	12 OUNCE	\$ 0.4353	\$ (0.0379)	\$ 0.0741	\$ 0.0121	\$ 0.48	\$ 0.48 \$ -
	10 OUNCE	\$ 0.3405	\$ (0.0316)	\$ 0.0617	\$ 0.0095	\$ 0.38	\$ 0.38 \$ -
	1/2 PINT	\$ 0.3052	\$ (0.0253)	\$ 0.0494	\$ 0.0084	\$ 0.34	\$ 0.33 \$ 0.01
	4 OUNCE	\$ 0.1983	\$ (0.0126)	\$ 0.0247	\$ 0.0054	\$ 0.22	\$ 0.21 \$ 0.01
	Bulk per Quart	\$ 1.1027	\$ (0.1010)	\$ 0.1975	\$ 0.0307	\$ 1.23	\$ 1.18 \$ 0.05
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.7465	\$ (0.4040)	\$ 0.7900	\$ 0.1060	\$ 4.24	\$ 4.13 \$ 0.11
	1/2 GALLON	\$ 1.9357	\$ (0.2020)	\$ 0.3950	\$ 0.0546	\$ 2.18	\$ 2.14 \$ 0.04
	QUART	\$ 1.1373	\$ (0.1010)	\$ 0.1975	\$ 0.0316	\$ 1.27	\$ 1.22 \$ 0.05
	PINT	\$ 0.7084	\$ (0.0505)	\$ 0.0988	\$ 0.0194	\$ 0.78	\$ 0.75 \$ 0.03
	12 OUNCE	\$ 0.3988	\$ (0.0379)	\$ 0.0741	\$ 0.0112	\$ 0.45	\$ 0.44 \$ 0.01
	10 OUNCE	\$ 0.3100	\$ (0.0316)	\$ 0.0617	\$ 0.0087	\$ 0.35	\$ 0.34 \$ 0.01
	1/2 PINT	\$ 0.2809	\$ (0.0253)	\$ 0.0494	\$ 0.0078	\$ 0.31	\$ 0.30 \$ 0.01
	4 OUNCE	\$ 0.1860	\$ (0.0126)	\$ 0.0247	\$ 0.0051	\$ 0.20	\$ 0.19 \$ 0.01
	Bulk per Quart	\$ 1.0053	\$ (0.1010)	\$ 0.1975	\$ 0.0283	\$ 1.13	\$ 1.07 \$ 0.06
FLAVORED NONFAT MILK	GALLON	\$ 3.4216	\$ (0.4040)	\$ 0.7900	\$ 0.0976	\$ 3.91	\$ 3.87 \$ 0.04
	1/2 GALLON	\$ 1.7732	\$ (0.2020)	\$ 0.3950	\$ 0.0504	\$ 2.02	\$ 2.01 \$ 0.01
	QUART	\$ 1.0560	\$ (0.1010)	\$ 0.1975	\$ 0.0296	\$ 1.18	\$ 1.16 \$ 0.02
	PINT	\$ 0.6677	\$ (0.0505)	\$ 0.0988	\$ 0.0184	\$ 0.73	\$ 0.72 \$ 0.01
	12 OUNCE	\$ 0.3683	\$ (0.0379)	\$ 0.0741	\$ 0.0104	\$ 0.41	\$ 0.41 \$ -
	10 OUNCE	\$ 0.2846	\$ (0.0316)	\$ 0.0617	\$ 0.0081	\$ 0.32	\$ 0.32 \$ -
	1/2 PINT	\$ 0.2606	\$ (0.0253)	\$ 0.0494	\$ 0.0073	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1759	\$ (0.0126)	\$ 0.0247	\$ 0.0048	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 0.9241	\$ (0.1010)	\$ 0.1975	\$ 0.0262	\$ 1.05	\$ 1.01 \$ 0.04
BUTTERMILK	GALLON	\$ 3.7296	\$ (0.4040)	\$ 0.7900	\$ 0.1055	\$ 4.22	\$ 4.29 \$ (0.07)
	1/2 GALLON	\$ 1.9273	\$ (0.2020)	\$ 0.3950	\$ 0.0544	\$ 2.17	\$ 2.22 \$ (0.05)
	QUART	\$ 1.1330	\$ (0.1010)	\$ 0.1975	\$ 0.0315	\$ 1.26	\$ 1.26 \$ -
	PINT	\$ 0.7063	\$ (0.0505)	\$ 0.0988	\$ 0.0193	\$ 0.77	\$ 0.77 \$ -
	12 OUNCE	\$ 0.3972	\$ (0.0379)	\$ 0.0741	\$ 0.0111	\$ 0.44	\$ 0.45 \$ (0.01)
	10 OUNCE	\$ 0.3087	\$ (0.0316)	\$ 0.0617	\$ 0.0087	\$ 0.35	\$ 0.35 \$ -
	1/2 PINT	\$ 0.2797	\$ (0.0253)	\$ 0.0494	\$ 0.0078	\$ 0.31	\$ 0.31 \$ -
	4 OUNCE	\$ 0.1855	\$ (0.0126)	\$ 0.0247	\$ 0.0051	\$ 0.20	\$ 0.20 \$ -
	Bulk per Quart	\$ 1.0011	\$ (0.1010)	\$ 0.1975	\$ 0.0281	\$ 1.13	\$ 1.11 \$ 0.02

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

**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	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.1975	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	\$ 6.3016	\$ (0.4040)	\$ 0.7900	\$ 0.1715	\$ 6.86	\$ 6.82 \$ 0.04
	1/2 GALLON	\$ 3.2132	\$ (0.2020)	\$ 0.3950	\$ 0.0873	\$ 3.49	\$ 3.48 \$ 0.01
	QUART	\$ 1.7760	\$ (0.1010)	\$ 0.1975	\$ 0.0480	\$ 1.92	\$ 1.89 \$ 0.03
	PINT	\$ 1.0277	\$ (0.0505)	\$ 0.0988	\$ 0.0276	\$ 1.10	\$ 1.09 \$ 0.01
	12 OUNCE	\$ 0.6383	\$ (0.0379)	\$ 0.0741	\$ 0.0173	\$ 0.69	\$ 0.69 \$ -
	10 OUNCE	\$ 0.5096	\$ (0.0316)	\$ 0.0617	\$ 0.0138	\$ 0.55	\$ 0.55 \$ -
	1/2 PINT	\$ 0.4406	\$ (0.0253)	\$ 0.0494	\$ 0.0119	\$ 0.48	\$ 0.47 \$ 0.01
	4 OUNCE	\$ 0.2659	\$ (0.0126)	\$ 0.0247	\$ 0.0071	\$ 0.29	\$ 0.28 \$ 0.01
	Bulk per Quart	\$ 1.6441	\$ (0.1010)	\$ 0.1975	\$ 0.0446	\$ 1.79	\$ 1.74 \$ 0.05