



Commonwealth of Pennsylvania  
Milk Marketing Board

SECRETARY

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DATE: May 9, 2023

TO: General Manager  
*Add company field here*

FROM: Dr. Carol A. Hardbarger, Secretary *Carol A. Hardbarger*

RE: Bidding on Federal contracts for Pennsylvania deliveries

The Pennsylvania Milk Marketing Board is a state agency that enforces the Milk Marketing Law and the Law regulates the economics of milk transactions in PA. Our agency has been in contact with USDA to discuss procedures to better assist USDA eligible dairy vendors who may submit bids for deliveries to Pennsylvania locations.

You may not have previously bid on products we regulate, but in case you may choose to do so in the future I am writing to provide some information that I hope will be helpful to you.

Any bids for **fluid milk, UHT Milk, and cream products** to be delivered to a Pennsylvania location such as a food bank or other location under a federal program **must be made at the PA minimum wholesale price for that product at the time of the bid's due date**. The bid must also be in compliance with minimum wholesale prices for the PA Milk Marketing Area in which the delivery site is located.

We assist vendors wishing to bid on the above named products in the following ways:

1. We post a spreadsheet on our website – with a link clearly marked on the home page – that shows minimum legal bids for each product and delivery area. ([www.mmb.pa.gov](http://www.mmb.pa.gov)) The postings are made 24-36 hours following release of a solicitation.
2. We send the spreadsheet to an extensive email distribution list, again within 24-36 hours.

To have your company included in that distribution list, please send an email to me at [chardbarga@pa.gov](mailto:chardbarga@pa.gov) with the BEST person in your organization to receive the minimum bids information.

Any submission for an under-minimum wholesale price bid is considered an illegal bid. The vendor will be notified within 1-3 days of the award announcement that the bid and contracted sales are illegal and the procedures that will need to be put into place to repudiate the award to avoid potential prosecution.

Additionally, any sales conducted under a contract awarded due to an illegal below minimum price bid are each in violation of the PA Milk Marketing Law and subject to prosecution..

Again, **please add your company to our email distribution list and bookmark our website location.**

Please contact me at the phone number or email (preferred) above with any questions.