

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

**PERCENTAGE OF CONTROLLED MILK SALES FOR  
ALL DEALERS SELLING IN PMMB AREA 5** <sup>(1) (2)</sup>

Standard Milk	22.22
Flavored Milk	5.47
Egg Nog	0.30
Reduced Fat Flavored Milk	4.87
Nonfat Flavored Milk	5.22
Reduced Fat Milk	33.70
Low Fat Milk	11.50
Buttermilk	2.28
Nonfat Milk	8.79
Mixed Milk	1.73
Sour Cream	2.56
Light Cream	0.46
Medium Cream	0.05
Heavy Cream	0.85
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	100.0% <sup>(4)</sup>

**PERCENTAGE OF CONTROLLED MILK SALES FOR  
CROSS-SECTION DEALERS SELLING IN PMMB AREA 5** <sup>(1) (2) (3)</sup>

Standard Milk	22.98
Flavored Milk	5.59
Egg Nog	0.23
Reduced Fat Flavored Milk	4.79
Nonfat Flavored Milk	6.37
Reduced Fat Milk	36.03
Low Fat Milk	11.73
Buttermilk	1.03
Nonfat Milk	8.92
Mixed Milk	1.24
Sour Cream	0.36
Light Cream	0.03
Medium Cream	0.06
Heavy Cream	0.63
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	99.99% <sup>(4) (5)</sup>

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

<sup>(2)</sup> Pounds of Milk used in deriving percentages.

<sup>(3)</sup> The cross-section dealers supply 79.8% of the reported milk sales to this area:

\* Dean Dairy Holdings, LLC (Sharpsville location)

\* Galliker Dairy Company.

\* Schneider's Dairy Inc.

\* Turner Dairy Farms Inc.

\* United Dairy Inc. (Martin's Ferry location)

\* United Dairy Inc. (Uniontown location)

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

<sup>(5)</sup> 99.99% is a rounding error.

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

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY  
YEAR 2019 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>	\$ 2,580,401	174,237,040	\$ 0.0148
<b>Standardization &amp; Pasteurization</b>	\$ 5,116,244	182,293,090	\$ 0.0281
<b>Bottling</b>	\$ 9,165,748	191,984,102	\$ 0.0477
<b>Cold Room</b>	\$ 10,617,894	209,938,156	\$ 0.0506
<b>Delivery</b>	\$ 34,903,196	207,520,169	\$ 0.1682
<b>Selling</b>	\$ 6,337,030	207,380,378	\$ 0.0306

**Total Cost per Point** **\$ 0.3400**

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

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

A	B	C	D	E	F	G	H
				(C÷D)			(F x (1+G))
Container Size	Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to DEC-2020) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 2,795,971	15,088,070	\$ 0.1853			
GALLON - Plastic	Purchased	\$ 956,225	3,856,899	\$ 0.2479			
GALLON - Combined		\$ 3,752,196	18,944,969	\$ 0.1981	\$ 0.1850	1.93%	\$ 0.1886
1/2 GALLON - Plastic	Blow Molded	\$ 1,489,683	11,542,265	\$ 0.1291			
1/2 GALLON - Plastic	Purchased	\$ 1,047,841	6,744,801	\$ 0.1554			
1/2 GALLON - Paper	Purchased	\$ -	-	\$ -			
1/2 GALLON - Combined		\$ 2,537,524	18,287,066	\$ 0.1388	\$ 0.1326	1.80%	\$ 0.1350
QUART - Plastic	Purchased	\$ 469,791	3,411,697	\$ 0.1377			
QUART - Paper	Purchased	\$ 105,970	1,141,238	\$ 0.0929			
QUART - Combined		\$ 575,761	4,552,935	\$ 0.1265	\$ 0.1307	1.57%	\$ 0.1328
PINT - Plastic	Purchased	\$ 1,100,952	8,989,584	\$ 0.1225			
PINT - Paper	Purchased	\$ 4,009	64,402	\$ 0.0623			
PINT - Combined		\$ 1,104,961	9,053,986	\$ 0.1220	\$ 0.1237	1.62%	\$ 0.1257
12 Ounce	Purchased	\$ 3,014	25,989	\$ 0.1160	\$ 0.1160		\$ 0.1160
10 Ounce <sup>(1)</sup>	Purchased			\$ 0.0544	\$ 0.0544		\$ 0.0544
1/2 PINT - Plastic	Purchased	\$ 967,175	20,534,616	\$ 0.0471	\$ 0.0489	0.92%	\$ 0.0493
1/2 PINT - Paper	Purchased	\$ 1,543,156	58,228,653	\$ 0.0265	\$ 0.0291	0.85%	\$ 0.0293
4 Ounce	Purchased	\$ 128,318	4,633,193	\$ 0.0277	\$ 0.0277	1.53%	\$ 0.0281
Bulk Per Quart	Purchased	\$ 80,458	853,904	\$ 0.0942	\$ 0.0942	1.30%	\$ 0.0954

Footnote:

1. None of the Area 5 cross-section Dealers bottled price-Controlled product in this size container during Year 2019. The cost per unit presented is per a prior year.

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

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

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Weighted Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 1,575	72,390,418	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 10,435	112,583,468	\$ <b>0.0001</b>
<b>Low Fat (1%) Milk</b>	\$ 2,314	37,308,039	\$ <b>0.0001</b>
<b>Non Fat (Skim) Milk</b>	\$ 19,955	27,817,530	\$ <b>0.0007</b>
<b>Flavored Milk</b>	\$ 652,535	17,015,385	\$ <b>0.0383</b>
<b>Flavored Reduced Fat Milk</b>	\$ 482,372	14,966,967	\$ <b>0.0322</b>
<b>Flavored NONFAT Milk</b>	\$ 795,173	20,130,280	\$ <b>0.0395</b>
<b>Buttermilk</b>	\$ 32,070	1,388,818	\$ <b>0.0231</b>
<b>Egg Nog</b>	\$ 105,015	641,486	\$ <b>0.1637</b>

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES  
YEAR 2019 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	20,538,025	1,142,890	n/a	\$ 4,388,211	n/a	\$ 4,388,211	\$ 1,278,821
2 Bulk MILK - diverted	221,463,931	8,439,568	\$ 41,270,159	\$ 40,822,323	n/a	\$ (447,836)	\$ (184,420)
3 Bulk MILK - transferred	6,901,758	70,983	\$ -	\$ -	\$ 110,659	\$ 110,659	\$ 12,668
4 Bulk MILK - TOTAL (Row 2 + Row 3)	228,365,689	8,510,551	\$ 41,270,159	\$ 40,822,323	\$ 110,659	\$ (337,177)	\$ (171,752)
5 Bulk CREAM - transferred	41,094,131	17,439,620	\$ 50,061,477	\$ 45,267,021	\$ 1,139,797	\$ (3,654,659)	\$ (878,744)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,278,821		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ (171,752)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (878,744)		
9 Total	\$ 228,325	335,640,750	\$ 0.0007

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

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

	<b>Class I</b>
Skim Rate	\$ 18.77
Butterfat Rate	\$ 1.6145

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage								
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	\$ <b>0.2349</b>
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	\$ <b>0.2159</b>
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	\$ <b>0.2020</b>
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	\$ <b>0.1906</b>
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	\$ <b>0.2743</b>
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	\$ <b>0.2345</b>
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	\$ <b>0.2308</b>
Buttermilk	1,388,818	24,163	1.7398%	1,364,655	\$ 39,011	\$ 256,146	\$ 295,157	\$ 0.2125	\$ 0.0231	\$ 0.0007	\$ <b>0.2363</b>
Egg Nog	641,486	42,760	6.6658%	598,726	\$ 69,036	\$ 112,381	\$ 181,417	\$ 0.2828	\$ 0.1637	\$ 0.0007	\$ <b>0.4472</b>

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

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

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)
2020	2019	2020	2019	2020	2019	

<b>WEIGHTED LABOR COSTS</b>	\$ 20,615,095	\$ 20,370,813	96,155,733	94,557,586	\$ 0.2144	\$ 0.2154	\$ (0.0010)
<b>WEIGHTED UTILITY COSTS</b>	\$ 1,160,161	\$ 1,202,125	96,155,733	94,557,586	\$ 0.0121	\$ 0.0127	\$ (0.0006)
<b>WEIGHTED INSURANCE COSTS</b>	\$ 551,459	\$ 698,593	96,155,733	94,557,586	\$ 0.0057	\$ 0.0074	\$ (0.0017)

**COST UPDATE ADJUSTMENT per BOTTLING POINT    \$ (0.0033)**

# 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>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>(0.0028)</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 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>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u><u>-</u></u></b>

## 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 5  
YEAR 2019 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 5-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	18,944,969	\$ (0.08149)	\$ (0.02678)	\$ <b>(0.1083)</b>	\$ (2,051,740)
1/2 GALLON	18,287,066	\$ (0.01610)	\$ (0.05845)	\$ <b>(0.0746)</b>	\$ (1,364,215)
QUART	4,552,935	\$ 0.02848	\$ 0.05157	\$ <b>0.0801</b>	\$ 364,690
PINT	9,053,986	\$ 0.03012	\$ 0.05737	\$ <b>0.0875</b>	\$ 792,224
12 OUNCE	25,989	\$ 0.02813	\$ 0.03681	\$ <b>0.0649</b>	\$ 1,687
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	78,763,269	\$ 0.01544	\$ 0.01028	\$ <b>0.0257</b>	\$ 2,024,216
4 OUNCE	4,633,193	\$ 0.01373	\$ 0.01794	\$ <b>0.0317</b>	\$ 146,872
Bulk per Quart	853,885	\$ 0.18222	\$ (0.08433)	\$ <b>0.0979</b>	\$ 83,595
					\$ <u>(2,671)</u>

**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 <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	\$ 2.0201	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.4532	\$ 0.1252	\$ 3.5784	\$ (0.5220)	\$ 0.9748	\$ 4.0312	\$ 4.0185	\$ 0.0127
	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	\$ 2.0366	\$ 0.0001
	QUART	<b>\$ 0.5050</b>	<b>\$ 0.1328</b>	<b>\$ (0.0018)</b>	\$ 0.0801	<b>\$ 0.3400</b>	<b>\$ 1.0561</b>	<b>\$ 0.0383</b>	<b>\$ 1.0944</b>	<b>\$ (0.1305)</b>	<b>\$ 0.2437</b>	<b>\$ 1.2076</b>	<b>\$ 1.1973</b>	<b>\$ 0.0103</b>
	PINT	\$ 0.2525	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6348	\$ 0.0230	\$ 0.6578	\$ (0.0653)	\$ 0.1219	\$ 0.7144	\$ 0.7088	\$ 0.0056
	12 OUNCE	\$ 0.1894	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4971	\$ 0.0180	\$ 0.5151	\$ (0.0489)	\$ 0.0914	\$ 0.5576	\$ 0.5536	\$ 0.0040
	10 OUNCE	\$ 0.1578	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3179	\$ 0.0115	\$ 0.3294	\$ (0.0435)	\$ 0.0812	\$ 0.3671	\$ 0.3638	\$ 0.0033
	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	\$ 0.2930	\$ 0.0107
	4 OUNCE	\$ 0.0631	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1652	\$ 0.0060	\$ 0.1712	\$ (0.0163)	\$ 0.0305	\$ 0.1854	\$ 0.1849	\$ 0.0005
	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	\$ 1.1831	\$ 0.0042
	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	\$ 3.8546
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	\$ 1.9545	\$ (0.0003)
QUART		\$ 0.4653	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0164	\$ 0.0369	\$ 1.0533	\$ (0.1305)	\$ 0.2437	\$ 1.1665	\$ 1.1564	\$ 0.0101
PINT		\$ 0.2326	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6149	\$ 0.0223	\$ 0.6372	\$ (0.0653)	\$ 0.1219	\$ 0.6938	\$ 0.6883	\$ 0.0055
12 OUNCE		\$ 0.1745	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4822	\$ 0.0175	\$ 0.4997	\$ (0.0489)	\$ 0.0914	\$ 0.5422	\$ 0.5383	\$ 0.0039
10 OUNCE		\$ 0.1454	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3055	\$ 0.0111	\$ 0.3166	\$ (0.0435)	\$ 0.0812	\$ 0.3543	\$ 0.3510	\$ 0.0033
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	\$ 0.2827	\$ 0.0107
4 OUNCE		\$ 0.0582	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1603	\$ 0.0058	\$ 0.1661	\$ (0.0163)	\$ 0.0305	\$ 0.1803	\$ 0.1798	\$ 0.0005
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	\$ 1.1422	\$ 0.0040
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	\$ 3.7312
	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	\$ 1.8929	\$ (0.0008)
	QUART	\$ 0.4353	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 0.9864	\$ 0.0358	\$ 1.0222	\$ (0.1305)	\$ 0.2437	\$ 1.1354	\$ 1.1255	\$ 0.0099
	PINT	\$ 0.2177	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6000	\$ 0.0218	\$ 0.6218	\$ (0.0653)	\$ 0.1219	\$ 0.6784	\$ 0.6729	\$ 0.0055
	12 OUNCE	\$ 0.1632	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4709	\$ 0.0171	\$ 0.4880	\$ (0.0489)	\$ 0.0914	\$ 0.5305	\$ 0.5266	\$ 0.0039
	10 OUNCE	\$ 0.1360	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.2961	\$ 0.0107	\$ 0.3068	\$ (0.0435)	\$ 0.0812	\$ 0.3445	\$ 0.3413	\$ 0.0032
	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	\$ 0.2750	\$ 0.0106
	4 OUNCE	\$ 0.0544	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1565	\$ 0.0057	\$ 0.1622	\$ (0.0163)	\$ 0.0305	\$ 0.1764	\$ 0.1760	\$ 0.0004
	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	\$ 1.1113	\$ 0.0038
	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	\$ 3.6323
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	\$ 1.8434	\$ (0.0012)
QUART		\$ 0.4112	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 0.9623	\$ 0.0349	\$ 0.9972	\$ (0.1305)	\$ 0.2437	\$ 1.1104	\$ 1.1009	\$ 0.0095
PINT		\$ 0.2056	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.5879	\$ 0.0213	\$ 0.6092	\$ (0.0653)	\$ 0.1219	\$ 0.6658	\$ 0.6605	\$ 0.0053
12 OUNCE		\$ 0.1542	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4619	\$ 0.0168	\$ 0.4787	\$ (0.0489)	\$ 0.0914	\$ 0.5212	\$ 0.5174	\$ 0.0038
10 OUNCE		\$ 0.1285	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.2886	\$ 0.0105	\$ 0.2991	\$ (0.0435)	\$ 0.0812	\$ 0.3368	\$ 0.3336	\$ 0.0032
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	\$ 0.2688	\$ 0.0106
4 OUNCE		\$ 0.0514	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1535	\$ 0.0056	\$ 0.1591	\$ (0.0163)	\$ 0.0305	\$ 0.1733	\$ 0.1729	\$ 0.0004
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	\$ 1.0867	\$ 0.0034

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 <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)	
<b>FLAVORED MILK</b>	<b>GALLON</b>	\$ 2.1944	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.6275	\$ 0.1316	\$ 3.7591	\$ (0.5220)	\$ 0.9748	\$ 4.2119	\$ 4.1937	\$ 0.0182
	<b>1/2 GALLON</b>	\$ 1.0972	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.8340	\$ 0.0665	\$ 1.9005	\$ (0.2610)	\$ 0.4874	\$ 2.1269	\$ 2.1241	\$ 0.0028
	<b>QUART</b>	\$ 0.5486	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0997	\$ 0.0399	\$ 1.1396	\$ (0.1305)	\$ 0.2437	\$ 1.2528	\$ 1.2412	\$ 0.0116
	<b>PINT</b>	\$ 0.2743	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6566	\$ 0.0238	\$ 0.6804	\$ (0.0653)	\$ 0.1219	\$ 0.7370	\$ 0.7307	\$ 0.0063
	<b>12 OUNCE</b>	\$ 0.2057	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.5134	\$ 0.0186	\$ 0.5320	\$ (0.0489)	\$ 0.0914	\$ 0.5745	\$ 0.5701	\$ 0.0044
	<b>10 OUNCE</b>	\$ 0.1714	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3315	\$ 0.0120	\$ 0.3435	\$ (0.0435)	\$ 0.0812	\$ 0.3812	\$ 0.3775	\$ 0.0037
	<b>1/2 PINT</b>	\$ 0.1372	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2767	\$ 0.0100	\$ 0.2867	\$ (0.0326)	\$ 0.0609	\$ 0.3150	\$ 0.3039	\$ 0.0111
	<b>4 OUNCE</b>	\$ 0.0686	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1707	\$ 0.0062	\$ 0.1769	\$ (0.0163)	\$ 0.0305	\$ 0.1911	\$ 0.1904	\$ 0.0007
	<b>Bulk per Quart</b>	\$ 0.5486	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0801	\$ 0.0392	\$ 1.1193	\$ (0.1305)	\$ 0.2437	\$ 1.2325	\$ 1.2270	\$ 0.0055
	<b>FLAVORED REDUCED FAT MILK</b>	<b>GALLON</b>	\$ 1.8760	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.3091	\$ 0.1200	\$ 3.4291	\$ (0.5220)	\$ 0.9748	\$ 3.8819	\$ 3.8563
<b>1/2 GALLON</b>		\$ 0.9380	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.6748	\$ 0.0607	\$ 1.7355	\$ (0.2610)	\$ 0.4874	\$ 1.9619	\$ 1.9554	\$ 0.0065
<b>QUART</b>		\$ 0.4690	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0201	\$ 0.0370	\$ 1.0571	\$ (0.1305)	\$ 0.2437	\$ 1.1703	\$ 1.1568	\$ 0.0135
<b>PINT</b>		\$ 0.2345	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6168	\$ 0.0224	\$ 0.6392	\$ (0.0653)	\$ 0.1219	\$ 0.6958	\$ 0.6885	\$ 0.0073
<b>12 OUNCE</b>		\$ 0.1759	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4836	\$ 0.0175	\$ 0.5011	\$ (0.0489)	\$ 0.0914	\$ 0.5436	\$ 0.5385	\$ 0.0051
<b>10 OUNCE</b>		\$ 0.1466	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3067	\$ 0.0111	\$ 0.3178	\$ (0.0435)	\$ 0.0812	\$ 0.3555	\$ 0.3511	\$ 0.0044
<b>1/2 PINT</b>		\$ 0.1173	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2568	\$ 0.0093	\$ 0.2661	\$ (0.0326)	\$ 0.0609	\$ 0.2944	\$ 0.2828	\$ 0.0116
<b>4 OUNCE</b>		\$ 0.0586	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1607	\$ 0.0058	\$ 0.1665	\$ (0.0163)	\$ 0.0305	\$ 0.1807	\$ 0.1799	\$ 0.0008
<b>Bulk per Quart</b>		\$ 0.4690	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0005	\$ 0.0363	\$ 1.0368	\$ (0.1305)	\$ 0.2437	\$ 1.1500	\$ 1.1426	\$ 0.0074
<b>FLAVORED NONFAT MILK</b>		<b>GALLON</b>	\$ 1.8464	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.2795	\$ 0.1189	\$ 3.3984	\$ (0.5220)	\$ 0.9748	\$ 3.8512	\$ 3.8174
	<b>1/2 GALLON</b>	\$ 0.9232	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.6600	\$ 0.0602	\$ 1.7202	\$ (0.2610)	\$ 0.4874	\$ 1.9466	\$ 1.9359	\$ 0.0107
	<b>QUART</b>	\$ 0.4616	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0127	\$ 0.0367	\$ 1.0494	\$ (0.1305)	\$ 0.2437	\$ 1.1626	\$ 1.1471	\$ 0.0155
	<b>PINT</b>	\$ 0.2308	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6131	\$ 0.0222	\$ 0.6353	\$ (0.0653)	\$ 0.1219	\$ 0.6919	\$ 0.6836	\$ 0.0083
	<b>12 OUNCE</b>	\$ 0.1731	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4808	\$ 0.0174	\$ 0.4982	\$ (0.0489)	\$ 0.0914	\$ 0.5407	\$ 0.5347	\$ 0.0060
	<b>10 OUNCE</b>	\$ 0.1443	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3044	\$ 0.0110	\$ 0.3154	\$ (0.0435)	\$ 0.0812	\$ 0.3531	\$ 0.3481	\$ 0.0050
	<b>1/2 PINT</b>	\$ 0.1154	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2549	\$ 0.0092	\$ 0.2641	\$ (0.0326)	\$ 0.0609	\$ 0.2924	\$ 0.2804	\$ 0.0120
	<b>4 OUNCE</b>	\$ 0.0577	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1598	\$ 0.0058	\$ 0.1656	\$ (0.0163)	\$ 0.0305	\$ 0.1798	\$ 0.1787	\$ 0.0011
	<b>Bulk per Quart</b>	\$ 0.4616	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 0.9931	\$ 0.0360	\$ 1.0291	\$ (0.1305)	\$ 0.2437	\$ 1.1423	\$ 1.1329	\$ 0.0094
	<b>BUTTERMILK</b>	<b>GALLON</b>	\$ 2.0369	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 3.4700	\$ 0.1259	\$ 3.5959	\$ (0.5220)	\$ 0.9748	\$ 4.0487	\$ 4.0108
<b>1/2 GALLON</b>		\$ 1.0185	\$ 0.1350	\$ (0.0036)	\$ (0.0746)	\$ 0.6800	\$ 1.7553	\$ 0.0637	\$ 1.8190	\$ (0.2610)	\$ 0.4874	\$ 2.0454	\$ 2.0327	\$ 0.0127
<b>QUART</b>		\$ 0.5092	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0603	\$ 0.0385	\$ 1.0988	\$ (0.1305)	\$ 0.2437	\$ 1.2120	\$ 1.1955	\$ 0.0165
<b>PINT</b>		\$ 0.2546	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.6369	\$ 0.0231	\$ 0.6600	\$ (0.0653)	\$ 0.1219	\$ 0.7166	\$ 0.7078	\$ 0.0088
<b>12 OUNCE</b>		\$ 0.1910	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4987	\$ 0.0181	\$ 0.5168	\$ (0.0489)	\$ 0.0914	\$ 0.5593	\$ 0.5529	\$ 0.0064
<b>10 OUNCE</b>		\$ 0.1591	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3192	\$ 0.0116	\$ 0.3308	\$ (0.0435)	\$ 0.0812	\$ 0.3685	\$ 0.3632	\$ 0.0053
<b>1/2 PINT</b>		\$ 0.1273	\$ 0.0293	\$ (0.0005)	\$ 0.0257	\$ 0.0850	\$ 0.2668	\$ 0.0097	\$ 0.2765	\$ (0.0326)	\$ 0.0609	\$ 0.3048	\$ 0.2924	\$ 0.0124
<b>4 OUNCE</b>		\$ 0.0637	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.1658	\$ 0.0060	\$ 0.1718	\$ (0.0163)	\$ 0.0305	\$ 0.1860	\$ 0.1847	\$ 0.0013
<b>Bulk per Quart</b>		\$ 0.5092	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0407	\$ 0.0377	\$ 1.0784	\$ (0.1305)	\$ 0.2437	\$ 1.1916	\$ 1.1813	\$ 0.0103

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 <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	\$ 3.5776	\$ 0.1886	\$ (0.0072)	\$ (0.1083)	\$ 1.3600	\$ 5.0107	\$ 0.1817	\$ 5.1924	\$ (0.5220)	\$ 0.9748	\$ 5.6452	\$ 5.6843	\$ (0.0391)
	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	\$ 2.8694	\$ (0.0258)
	QUART	\$ 0.8944	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.4455	\$ 0.0524	\$ 1.4979	\$ (0.1305)	\$ 0.2437	\$ 1.6111	\$ 1.6138	\$ (0.0027)
	PINT	\$ 0.4472	\$ 0.1257	\$ (0.0009)	\$ 0.0875	\$ 0.1700	\$ 0.8295	\$ 0.0301	\$ 0.8596	\$ (0.0653)	\$ 0.1219	\$ 0.9162	\$ 0.9170	\$ (0.0008)
	12 OUNCE	\$ 0.3354	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.6431	\$ 0.0233	\$ 0.6664	\$ (0.0489)	\$ 0.0914	\$ 0.7089	\$ 0.7098	\$ (0.0009)
	10 OUNCE	\$ 0.2795	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.4396	\$ 0.0159	\$ 0.4555	\$ (0.0435)	\$ 0.0812	\$ 0.4932	\$ 0.4939	\$ (0.0007)
	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	\$ 0.3971	\$ 0.0075
	4 OUNCE	\$ 0.1118	\$ 0.0281	\$ (0.0002)	\$ 0.0317	\$ 0.0425	\$ 0.2139	\$ 0.0078	\$ 0.2217	\$ (0.0163)	\$ 0.0305	\$ 0.2359	\$ 0.2370	\$ (0.0011)
	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	\$ 1.5996	\$ (0.0088)

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)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1565	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.0312	\$ (0.4837)	\$ 0.6260	\$ 0.1158	\$ 4.29	\$ 4.28	\$ 0.01
	1/2 GALLON	\$ 2.0367	\$ (0.2444)	\$ 0.3130	\$ 0.0584	\$ 2.16	\$ 2.16	\$ -
	QUART	<b>\$ 1.2076</b>	<b>\$ (0.1449)</b>	<b>\$ 0.1565</b>	<b>\$ 0.0338</b>	<b>\$ 1.25</b>	<b>\$ 1.24</b>	<b>\$ 0.01</b>
	PINT	\$ 0.7144	\$ (0.0857)	\$ 0.0783	\$ 0.0196	\$ 0.73	\$ 0.72	\$ 0.01
	12 OUNCE	\$ 0.5576	\$ (0.0669)	\$ 0.0587	\$ 0.0152	\$ 0.56	\$ 0.56	\$ -
	10 OUNCE	\$ 0.3671	\$ (0.0441)	\$ 0.0489	\$ 0.0103	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.3037	\$ (0.0364)	\$ 0.0391	\$ 0.0085	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1854	\$ (0.0222)	\$ 0.0196	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1873	\$ (0.1425)	\$ 0.1565	\$ 0.0333	\$ 1.23	\$ 1.23	\$ -
REDUCED FAT (2%) MILK	GALLON	\$ 3.8665	\$ (0.4640)	\$ 0.6260	\$ 0.1118	\$ 4.14	\$ 4.13	\$ 0.01
	1/2 GALLON	\$ 1.9542	\$ (0.2345)	\$ 0.3130	\$ 0.0564	\$ 2.09	\$ 2.09	\$ -
	QUART	\$ 1.1665	\$ (0.1400)	\$ 0.1565	\$ 0.0328	\$ 1.22	\$ 1.21	\$ 0.01
	PINT	\$ 0.6938	\$ (0.0833)	\$ 0.0783	\$ 0.0191	\$ 0.71	\$ 0.70	\$ 0.01
	12 OUNCE	\$ 0.5422	\$ (0.0651)	\$ 0.0587	\$ 0.0149	\$ 0.55	\$ 0.55	\$ -
	10 OUNCE	\$ 0.3543	\$ (0.0425)	\$ 0.0489	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2934	\$ (0.0352)	\$ 0.0391	\$ 0.0082	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1803	\$ (0.0216)	\$ 0.0196	\$ 0.0049	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1462	\$ (0.1375)	\$ 0.1565	\$ 0.0323	\$ 1.20	\$ 1.19	\$ 0.01
LOWFAT (1%) MILK	GALLON	\$ 3.7422	\$ (0.4491)	\$ 0.6260	\$ 0.1088	\$ 4.03	\$ 4.02	\$ 0.01
	1/2 GALLON	\$ 1.8921	\$ (0.2271)	\$ 0.3130	\$ 0.0549	\$ 2.03	\$ 2.03	\$ -
	QUART	\$ 1.1354	\$ (0.1362)	\$ 0.1565	\$ 0.0321	\$ 1.19	\$ 1.18	\$ 0.01
	PINT	\$ 0.6784	\$ (0.0814)	\$ 0.0783	\$ 0.0187	\$ 0.69	\$ 0.69	\$ -
	12 OUNCE	\$ 0.5305	\$ (0.0637)	\$ 0.0587	\$ 0.0146	\$ 0.54	\$ 0.54	\$ -
	10 OUNCE	\$ 0.3445	\$ (0.0413)	\$ 0.0489	\$ 0.0098	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2856	\$ (0.0343)	\$ 0.0391	\$ 0.0081	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1764	\$ (0.0212)	\$ 0.0196	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.1151	\$ (0.1338)	\$ 0.1565	\$ 0.0316	\$ 1.17	\$ 1.17	\$ -
NONFAT (SKIM) MILK	GALLON	\$ 3.6424	\$ (0.4371)	\$ 0.6260	\$ 0.1063	\$ 3.94	\$ 3.93	\$ 0.01
	1/2 GALLON	\$ 1.8422	\$ (0.2211)	\$ 0.3130	\$ 0.0537	\$ 1.99	\$ 1.99	\$ -
	QUART	\$ 1.1104	\$ (0.1332)	\$ 0.1565	\$ 0.0315	\$ 1.17	\$ 1.16	\$ 0.01
	PINT	\$ 0.6658	\$ (0.0799)	\$ 0.0783	\$ 0.0184	\$ 0.68	\$ 0.68	\$ -
	12 OUNCE	\$ 0.5212	\$ (0.0625)	\$ 0.0587	\$ 0.0144	\$ 0.53	\$ 0.53	\$ -
	10 OUNCE	\$ 0.3368	\$ (0.0404)	\$ 0.0489	\$ 0.0096	\$ 0.35	\$ 0.35	\$ -
	1/2 PINT	\$ 0.2794	\$ (0.0335)	\$ 0.0391	\$ 0.0079	\$ 0.29	\$ 0.28	\$ 0.01
	4 OUNCE	\$ 0.1733	\$ (0.0208)	\$ 0.0196	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0901	\$ (0.1308)	\$ 0.1565	\$ 0.0310	\$ 1.15	\$ 1.14	\$ 0.01

**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)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1565	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.2119	\$ (0.5054)	\$ 0.6260	\$ 0.1202	\$ 4.45	\$ 4.44	\$ 0.01
	1/2 GALLON	\$ 2.1269	\$ (0.2552)	\$ 0.3130	\$ 0.0606	\$ 2.25	\$ 2.24	\$ 0.01
	QUART	\$ 1.2528	\$ (0.1503)	\$ 0.1565	\$ 0.0349	\$ 1.29	\$ 1.28	\$ 0.01
	PINT	\$ 0.7370	\$ (0.0884)	\$ 0.0783	\$ 0.0202	\$ 0.75	\$ 0.74	\$ 0.01
	12 OUNCE	\$ 0.5745	\$ (0.0689)	\$ 0.0587	\$ 0.0157	\$ 0.58	\$ 0.58	\$ -
	10 OUNCE	\$ 0.3812	\$ (0.0457)	\$ 0.0489	\$ 0.0107	\$ 0.40	\$ 0.39	\$ 0.01
	1/2 PINT	\$ 0.3150	\$ (0.0378)	\$ 0.0391	\$ 0.0088	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.1911	\$ (0.0229)	\$ 0.0196	\$ 0.0052	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.2325	\$ (0.1479)	\$ 0.1565	\$ 0.0344	\$ 1.28	\$ 1.27	\$ 0.01
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8819	\$ (0.4658)	\$ 0.6260	\$ 0.1122	\$ 4.15	\$ 4.13	\$ 0.02
	1/2 GALLON	\$ 1.9619	\$ (0.2354)	\$ 0.3130	\$ 0.0566	\$ 2.10	\$ 2.09	\$ 0.01
	QUART	\$ 1.1703	\$ (0.1404)	\$ 0.1565	\$ 0.0329	\$ 1.22	\$ 1.21	\$ 0.01
	PINT	\$ 0.6958	\$ (0.0835)	\$ 0.0783	\$ 0.0192	\$ 0.71	\$ 0.70	\$ 0.01
	12 OUNCE	\$ 0.5436	\$ (0.0652)	\$ 0.0587	\$ 0.0149	\$ 0.55	\$ 0.55	\$ -
	10 OUNCE	\$ 0.3555	\$ (0.0427)	\$ 0.0489	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2944	\$ (0.0353)	\$ 0.0391	\$ 0.0083	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1807	\$ (0.0217)	\$ 0.0196	\$ 0.0050	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1500	\$ (0.1380)	\$ 0.1565	\$ 0.0324	\$ 1.20	\$ 1.19	\$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.8512	\$ (0.4621)	\$ 0.6260	\$ 0.1114	\$ 4.13	\$ 4.10	\$ 0.03
	1/2 GALLON	\$ 1.9466	\$ (0.2336)	\$ 0.3130	\$ 0.0562	\$ 2.08	\$ 2.07	\$ 0.01
	QUART	\$ 1.1626	\$ (0.1395)	\$ 0.1565	\$ 0.0327	\$ 1.21	\$ 1.20	\$ 0.01
	PINT	\$ 0.6919	\$ (0.0830)	\$ 0.0783	\$ 0.0191	\$ 0.71	\$ 0.70	\$ 0.01
	12 OUNCE	\$ 0.5407	\$ (0.0649)	\$ 0.0587	\$ 0.0148	\$ 0.55	\$ 0.54	\$ 0.01
	10 OUNCE	\$ 0.3531	\$ (0.0424)	\$ 0.0489	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2924	\$ (0.0351)	\$ 0.0391	\$ 0.0082	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1798	\$ (0.0216)	\$ 0.0196	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.1423	\$ (0.1371)	\$ 0.1565	\$ 0.0322	\$ 1.19	\$ 1.19	\$ -
BUTTERMILK	GALLON	\$ 4.0487	\$ (0.4858)	\$ 0.6260	\$ 0.1162	\$ 4.31	\$ 4.27	\$ 0.04
	1/2 GALLON	\$ 2.0454	\$ (0.2454)	\$ 0.3130	\$ 0.0586	\$ 2.17	\$ 2.16	\$ 0.01
	QUART	\$ 1.2120	\$ (0.1454)	\$ 0.1565	\$ 0.0339	\$ 1.26	\$ 1.24	\$ 0.02
	PINT	\$ 0.7166	\$ (0.0860)	\$ 0.0783	\$ 0.0197	\$ 0.73	\$ 0.72	\$ 0.01
	12 OUNCE	\$ 0.5593	\$ (0.0671)	\$ 0.0587	\$ 0.0153	\$ 0.57	\$ 0.56	\$ 0.01
	10 OUNCE	\$ 0.3685	\$ (0.0442)	\$ 0.0489	\$ 0.0104	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.3048	\$ (0.0366)	\$ 0.0391	\$ 0.0085	\$ 0.32	\$ 0.30	\$ 0.02
	4 OUNCE	\$ 0.1860	\$ (0.0223)	\$ 0.0196	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1916	\$ (0.1430)	\$ 0.1565	\$ 0.0334	\$ 1.24	\$ 1.23	\$ 0.01

**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)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1565	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 5.6452	\$ (0.6774)	\$ 0.6260	\$ 0.1552	\$ 5.75	\$ 5.78	\$ (0.03)
	<b>1/2 GALLON</b>	\$ 2.8436	\$ (0.3412)	\$ 0.3130	\$ 0.0781	\$ 2.89	\$ 2.92	\$ (0.03)
	<b>QUART</b>	\$ 1.6111	\$ (0.1933)	\$ 0.1565	\$ 0.0437	\$ 1.62	\$ 1.62	\$ -
	<b>PINT</b>	\$ 0.9162	\$ (0.1099)	\$ 0.0783	\$ 0.0245	\$ 0.93	\$ 0.92	\$ 0.01
	<b>12 OUNCE</b>	\$ 0.7089	\$ (0.0851)	\$ 0.0587	\$ 0.0189	\$ 0.72	\$ 0.71	\$ 0.01
	<b>10 OUNCE</b>	\$ 0.4932	\$ (0.0592)	\$ 0.0489	\$ 0.0134	\$ 0.50	\$ 0.50	\$ -
	<b>1/2 PINT</b>	\$ 0.4046	\$ (0.0486)	\$ 0.0391	\$ 0.0110	\$ 0.41	\$ 0.40	\$ 0.01
	<b>4 OUNCE</b>	\$ 0.2359	\$ (0.0283)	\$ 0.0196	\$ 0.0063	\$ 0.25	\$ 0.24	\$ 0.01
	<b>Bulk per Quart</b>	\$ 1.5908	\$ (0.1909)	\$ 0.1565	\$ 0.0432	\$ 1.60	\$ 1.61	\$ (0.01)