



**Commonwealth of Pennsylvania**  
Milk Marketing Board  
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Official General  
Order No. A-953 (CRO 13)

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

## **COST REPLACEMENT ORDER FOR THE EAST CENTRAL MILK MARKETING AREA, AREA 2**

NOW, this 6<sup>th</sup> 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-953 (CRO 12) and will be incorporated into the wholesale and retail prices of price-controlled packaged products sold in Milk Marketing Area No. 2, as defined in Section B of Official General Order A-953.

(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-953**

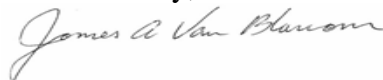
All parts of Official General Order A-953 not inconsistent with Section B (relating to scope) continue in effect.

PENNSYLVANIA MILK MARKETING BOARD



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Robert N. Barley, Chairman



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James A. Van Blarcom, Member



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Kristi R. Kassimer, Consumer Member

Date: April 6, 2022

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. 2**  
**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. 2.

2. Notice of the hearing was published at 51 Pennsylvania Bulletin 7963 dated December 18, 2021. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1603, 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 2 Milk Dealers (Dealers), the only parties to present dealer cost information, consisted of Clover Farms Dairy Co.; DFA Dairy Brands Fluid, LLC – Schuylkill Haven; DFA Dairy Brands Fluid, LLC – Lebanon; Milk Industry Management Corp, t/a Balford Farms; Monroe County Milk Producers Cooperative Association; Turkey Hill, LLC; and Valley Farms Dairy 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 2. Dr. Hardbarger testified that the cross-section dealers accounted for 74.39% of the sales in Area 2. Dr. Hardbarger also testified that the sales by product for the cross-section dealers for the top five products by volume sold were nearly equal to those of all dealers selling into Area 2. 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 2.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Both Mr. Gojsovich and Ms. Albright testified that the cross-section dealers incurred a cost of \$0.2674 per point for processing, packaging, and delivering milk in 2020. Based on this uncontradicted testimony, the Board finds that the cross section dealers incurred a cost of \$0.2674 per point for processing, packaging, and delivery, and further finds that \$0.2674 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 - \$0.0004/lb; Flavored Milk - \$0.0368/lb; Flavored Reduced Fat Milk - \$0.0317/lb; Flavored Non-Fat Milk - \$0.0284/lb; Buttermilk - \$0.0326/lb; Egg Nog - \$0.2277/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Ms. Albright concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0012 per point between the first halves of 2020 and 2021. The Board finds that \$0.0012 per point should be used in this order.

8. Mr. Gojsovich and Ms. Albright 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 Surrebuttal Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Ms. Albright 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 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 \$0.0023 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 \$0.0023 per pound.

11. Based on the container costs evidence and testimony presented by Mr. Gojsovich and Ms. Albright, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.2189; Half Gallon - \$0.1618; Quart - \$0.1540; Pint - \$0.1089; Half Pint (paper) - \$0.0339; Half Pint (plastic) - \$0.0953; 12 Ounce - \$0.0630; 10 Ounce - \$0.0855; 4 Ounce - \$0.0299; Bulk Per Quart (Dispenser) - \$0.0611. 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. The Board also finds that the container shrinkage factors should continue to be utilized to calculate container costs.

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 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 \$0.0614 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 centers, Mr. Gojsovich and Mr. Mong arrived at the following container efficiency adjustments:

Gallon	\$(0.0754)
Half Gallon	\$(0.0142)
Quart	\$0.0556
Pint	\$0.0554
Half Pint	\$0.0257
4 ounce	\$0.0394
Bulk (per quart)	\$0.1401

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 that 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 regarding dealer rate of return.

Based on Ms. Albright's testimony, the Board finds that the 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.

III. CONCLUSIONS OF LAW

1. The March 2, 2022, cost replacement hearing for Milk Marketing Area No. 2 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 No. 1 hearing held on March 2, 2022, was incorporated in the record of this hearing by reference.
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



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Robert N. Barley, Chairman



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James A. Van Blarcom, Member



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Kristi R. Kassimer, Consumer Member

Date: April 6, 2022

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**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

**Diesel Fuel Costs Adjustment**

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

1. Weighted Diesel Fuel Costs - YEAR 2020	\$ 542,652
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>\$ 721,344</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021 (Line 5 - Line 1)	\$ 178,692
7. Weighted Delivery Points - YEAR 2020	<u>69,748,128</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b><u>\$ 0.0026</u></b>

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](https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

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

1. Weighted Heating Fuel Costs - YEAR 2020	\$ 84,996
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>\$ 80,636</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Lin	\$ (4,360)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020	<u>93,435,298</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u>\$ -</u></b>

## Footnote:

- 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 2**

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

	<b>Class I</b>
Skim Rate	\$ 16.88
Butterfat Rate	\$ 2.1607

Product Description	Product Pounds	Butterfat Pounds	Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound

Class 1	Product Description	Product Pounds	Butterfat Pounds	Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Reduced Fat (2%) Milk	37,807,798	746,269	1.9738%	37,061,529	\$ 1,612,463	\$ 6,255,986	\$ 7,868,449	\$ 0.2081	\$ 0.0001	\$ 0.0023	\$ 0.2105	
Low Fat (1%) Milk	16,230,469	159,990	0.9857%	16,070,479	\$ 345,690	\$ 2,712,697	\$ 3,058,387	\$ 0.1884	\$ 0.0001	\$ 0.0023	\$ 0.1908	
Non Fat (Skim) Milk	7,945,237	5,708	0.0718%	7,939,529	\$ 12,333	\$ 1,340,192	\$ 1,352,525	\$ 0.1702	\$ 0.0004	\$ 0.0023	\$ 0.1729	
Flavored Milk	3,564,944	116,060	3.2556%	3,448,884	\$ 250,771	\$ 582,172	\$ 832,943	\$ 0.2336	\$ 0.0368	\$ 0.0023	\$ 0.2727	
Flavored Reduced Fat Milk	2,559,327	24,819	0.9697%	2,534,508	\$ 53,626	\$ 427,825	\$ 481,451	\$ 0.1881	\$ 0.0317	\$ 0.0023	\$ 0.2221	
Flavored NONFAT Milk	892,158	214	0.0240%	891,944	\$ 462	\$ 150,560	\$ 151,022	\$ 0.1693	\$ 0.0284	\$ 0.0023	\$ 0.2000	
Buttermilk	35,843	564	1.5735%	35,279	\$ 1,219	\$ 5,955	\$ 7,174	\$ 0.2002	\$ 0.0326	\$ 0.0023	\$ 0.2351	
Egg Nog	139,488	9,931	7.1196%	129,557	\$ 21,458	\$ 21,869	\$ 43,327	\$ 0.3106	\$ 0.2277	\$ 0.0023	\$ 0.5406	

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2021 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0313	\$ 0.2699	\$ 0.0364	\$ (0.0754)	\$ 1.0696	\$ 3.3318	\$ 0.1208	\$ 3.4526	\$ (0.3356)	\$ 0.9364	\$ 4.0534	\$ 4.0534	\$ -
	1/2 GALLON	\$ 1.0157	\$ 0.1941	\$ 0.0182	\$ (0.0142)	\$ 0.5348	\$ 1.7486	\$ 0.0634	\$ 1.8120	\$ (0.1678)	\$ 0.4682	\$ 2.1124	\$ 2.1089	\$ 0.0035
	QUART	<b>\$ 0.5078</b>	<b>\$ 0.1929</b>	<b>\$ 0.0091</b>	<b>\$ 0.0556</b>	<b>\$ 0.2674</b>	<b>\$ 1.0328</b>	<b>\$ 0.0375</b>	<b>\$ 1.0703</b>	<b>\$ (0.0839)</b>	<b>\$ 0.2341</b>	<b>\$ 1.2205</b>	<b>\$ 1.1986</b>	<b>\$ 0.0219</b>
	PINT	\$ 0.2539	\$ 0.1280	\$ 0.0046	\$ 0.0554	\$ 0.1337	\$ 0.5756	\$ 0.0209	\$ 0.5965	\$ (0.0420)	\$ 0.1171	\$ 0.6716	\$ 0.6507	\$ 0.0209
	12 OUNCE	\$ 0.1904	\$ 0.0630	\$ 0.0034	\$ -	\$ 0.1003	\$ 0.3571	\$ 0.0130	\$ 0.3701	\$ (0.0315)	\$ 0.0878	\$ 0.4264	\$ 0.4274	\$ (0.0010)
	10 OUNCE	\$ 0.1587	\$ 0.0855	\$ 0.0028	\$ -	\$ 0.0836	\$ 0.3306	\$ 0.0120	\$ 0.3426	\$ (0.0262)	\$ 0.0732	\$ 0.3896	\$ 0.3904	\$ (0.0008)
	1/2 PINT	\$ 0.1270	\$ 0.0265	\$ 0.0023	\$ 0.0257	\$ 0.0669	\$ 0.2484	\$ 0.0090	\$ 0.2574	\$ (0.0210)	\$ 0.0585	\$ 0.2949	\$ 0.2909	\$ 0.0040
	4 OUNCE	\$ 0.0635	\$ 0.0304	\$ 0.0011	\$ 0.0394	\$ 0.0334	\$ 0.1678	\$ 0.0061	\$ 0.1739	\$ (0.0105)	\$ 0.0293	\$ 0.1927	\$ 0.1830	\$ 0.0097
Bulk per Quart	\$ 0.5078	\$ 0.0619	\$ 0.0091	\$ 0.1401	\$ 0.2674	\$ 0.9863	\$ 0.0358	\$ 1.0221	\$ (0.0839)	\$ 0.2341	\$ 1.1723	\$ 1.1263	\$ 0.0460	
REDUCED FAT (2%) MILK	GALLON	\$ 1.8145	\$ 0.2699	\$ 0.0364	\$ (0.0754)	\$ 1.0696	\$ 3.1150	\$ 0.1130	\$ 3.2280	\$ (0.3356)	\$ 0.9364	\$ 3.8288	\$ 3.8315	\$ (0.0027)
	1/2 GALLON	\$ 0.9073	\$ 0.1941	\$ 0.0182	\$ (0.0142)	\$ 0.5348	\$ 1.6402	\$ 0.0595	\$ 1.6997	\$ (0.1678)	\$ 0.4682	\$ 2.0001	\$ 1.9979	\$ 0.0022
	QUART	\$ 0.4536	\$ 0.1929	\$ 0.0091	\$ 0.0556	\$ 0.2674	\$ 0.9786	\$ 0.0355	\$ 1.0141	\$ (0.0839)	\$ 0.2341	\$ 1.1643	\$ 1.1430	\$ 0.0213
	PINT	\$ 0.2268	\$ 0.1280	\$ 0.0046	\$ 0.0554	\$ 0.1337	\$ 0.5485	\$ 0.0199	\$ 0.5684	\$ (0.0420)	\$ 0.1171	\$ 0.6435	\$ 0.6231	\$ 0.0204
	12 OUNCE	\$ 0.1701	\$ 0.0630	\$ 0.0034	\$ -	\$ 0.1003	\$ 0.3368	\$ 0.0122	\$ 0.3490	\$ (0.0315)	\$ 0.0878	\$ 0.4053	\$ 0.4066	\$ (0.0013)
	10 OUNCE	\$ 0.1418	\$ 0.0855	\$ 0.0028	\$ -	\$ 0.0836	\$ 0.3137	\$ 0.0114	\$ 0.3251	\$ (0.0262)	\$ 0.0732	\$ 0.3721	\$ 0.3731	\$ (0.0010)
	1/2 PINT	\$ 0.1134	\$ 0.0265	\$ 0.0023	\$ 0.0257	\$ 0.0669	\$ 0.2348	\$ 0.0085	\$ 0.2433	\$ (0.0210)	\$ 0.0585	\$ 0.2808	\$ 0.2770	\$ 0.0038
	4 OUNCE	\$ 0.0567	\$ 0.0304	\$ 0.0011	\$ 0.0394	\$ 0.0334	\$ 0.1610	\$ 0.0058	\$ 0.1668	\$ (0.0105)	\$ 0.0293	\$ 0.1856	\$ 0.1761	\$ 0.0095
Bulk per Quart	\$ 0.4536	\$ 0.0619	\$ 0.0091	\$ 0.1401	\$ 0.2674	\$ 0.9321	\$ 0.0338	\$ 0.9659	\$ (0.0839)	\$ 0.2341	\$ 1.1161	\$ 1.0707	\$ 0.0454	
LOW FAT (1%) MILK	GALLON	\$ 1.6447	\$ 0.2699	\$ 0.0364	\$ (0.0754)	\$ 1.0696	\$ 2.9452	\$ 0.1068	\$ 3.0520	\$ (0.3356)	\$ 0.9364	\$ 3.6528	\$ 3.6520	\$ 0.0008
	1/2 GALLON	\$ 0.8223	\$ 0.1941	\$ 0.0182	\$ (0.0142)	\$ 0.5348	\$ 1.5552	\$ 0.0564	\$ 1.6116	\$ (0.1678)	\$ 0.4682	\$ 1.9120	\$ 1.9082	\$ 0.0038
	QUART	\$ 0.4112	\$ 0.1929	\$ 0.0091	\$ 0.0556	\$ 0.2674	\$ 0.9362	\$ 0.0340	\$ 0.9702	\$ (0.0839)	\$ 0.2341	\$ 1.1204	\$ 1.0982	\$ 0.0222
	PINT	\$ 0.2056	\$ 0.1280	\$ 0.0046	\$ 0.0554	\$ 0.1337	\$ 0.5273	\$ 0.0191	\$ 0.5464	\$ (0.0420)	\$ 0.1171	\$ 0.6215	\$ 0.6006	\$ 0.0209
	12 OUNCE	\$ 0.1542	\$ 0.0630	\$ 0.0034	\$ -	\$ 0.1003	\$ 0.3209	\$ 0.0116	\$ 0.3325	\$ (0.0315)	\$ 0.0878	\$ 0.3888	\$ 0.3898	\$ (0.0010)
	10 OUNCE	\$ 0.1285	\$ 0.0855	\$ 0.0028	\$ -	\$ 0.0836	\$ 0.3004	\$ 0.0109	\$ 0.3113	\$ (0.0262)	\$ 0.0732	\$ 0.3583	\$ 0.3591	\$ (0.0008)
	1/2 PINT	\$ 0.1028	\$ 0.0265	\$ 0.0023	\$ 0.0257	\$ 0.0669	\$ 0.2242	\$ 0.0081	\$ 0.2323	\$ (0.0210)	\$ 0.0585	\$ 0.2698	\$ 0.2657	\$ 0.0041
	4 OUNCE	\$ 0.0514	\$ 0.0304	\$ 0.0011	\$ 0.0394	\$ 0.0334	\$ 0.1557	\$ 0.0056	\$ 0.1613	\$ (0.0105)	\$ 0.0293	\$ 0.1801	\$ 0.1705	\$ 0.0096
Bulk per Quart	\$ 0.4112	\$ 0.0619	\$ 0.0091	\$ 0.1401	\$ 0.2674	\$ 0.8897	\$ 0.0323	\$ 0.9220	\$ (0.0839)	\$ 0.2341	\$ 1.0722	\$ 1.0258	\$ 0.0464	
NON FAT (SKIM) MILK	GALLON	\$ 1.4921	\$ 0.2699	\$ 0.0364	\$ (0.0754)	\$ 1.0696	\$ 2.7926	\$ 0.1013	\$ 2.8939	\$ (0.3356)	\$ 0.9364	\$ 3.4947	\$ 3.4948	\$ (0.0001)
	1/2 GALLON	\$ 0.7461	\$ 0.1941	\$ 0.0182	\$ (0.0142)	\$ 0.5348	\$ 1.4790	\$ 0.0536	\$ 1.5326	\$ (0.1678)	\$ 0.4682	\$ 1.8330	\$ 1.8295	\$ 0.0035
	QUART	\$ 0.3730	\$ 0.1929	\$ 0.0091	\$ 0.0556	\$ 0.2674	\$ 0.8980	\$ 0.0326	\$ 0.9306	\$ (0.0839)	\$ 0.2341	\$ 1.0808	\$ 1.0589	\$ 0.0219
	PINT	\$ 0.1865	\$ 0.1280	\$ 0.0046	\$ 0.0554	\$ 0.1337	\$ 0.5082	\$ 0.0184	\$ 0.5266	\$ (0.0420)	\$ 0.1171	\$ 0.6017	\$ 0.5809	\$ 0.0208
	12 OUNCE	\$ 0.1399	\$ 0.0630	\$ 0.0034	\$ -	\$ 0.1003	\$ 0.3066	\$ 0.0111	\$ 0.3177	\$ (0.0315)	\$ 0.0878	\$ 0.3740	\$ 0.3750	\$ (0.0010)
	10 OUNCE	\$ 0.1166	\$ 0.0855	\$ 0.0028	\$ -	\$ 0.0836	\$ 0.2885	\$ 0.0105	\$ 0.2990	\$ (0.0262)	\$ 0.0732	\$ 0.3460	\$ 0.3468	\$ (0.0008)
	1/2 PINT	\$ 0.0933	\$ 0.0265	\$ 0.0023	\$ 0.0257	\$ 0.0669	\$ 0.2147	\$ 0.0078	\$ 0.2225	\$ (0.0210)	\$ 0.0585	\$ 0.2600	\$ 0.2559	\$ 0.0041
	4 OUNCE	\$ 0.0466	\$ 0.0304	\$ 0.0011	\$ 0.0394	\$ 0.0334	\$ 0.1509	\$ 0.0055	\$ 0.1564	\$ (0.0105)	\$ 0.0293	\$ 0.1752	\$ 0.1656	\$ 0.0096
Bulk per Quart	\$ 0.3730	\$ 0.0619	\$ 0.0091	\$ 0.1401	\$ 0.2674	\$ 0.8515	\$ 0.0309	\$ 0.8824	\$ (0.0839)	\$ 0.2341	\$ 1.0326	\$ 0.9866	\$ 0.0460	

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0053 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2021 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
<b>FLAVORED MILK</b>	GALLON	\$ 2.1816	\$ 0.2699	\$ 0.0364	\$ (0.0754)	\$ 1.0696	\$ 3.4821	\$ 0.1263	\$ 3.6084	\$ (0.3356)	\$ 0.9364	\$ 4.2092	\$ 4.2166	\$ (0.0074)
	1/2 GALLON	\$ 1.0908	\$ 0.1941	\$ 0.0182	\$ (0.0142)	\$ 0.5348	\$ 1.8237	\$ 0.0661	\$ 1.8898	\$ (0.1678)	\$ 0.4682	\$ 2.1902	\$ 2.1905	\$ (0.0003)
	QUART	\$ 0.5454	\$ 0.1929	\$ 0.0091	\$ 0.0556	\$ 0.2674	\$ 1.0704	\$ 0.0388	\$ 1.1092	\$ (0.0839)	\$ 0.2341	\$ 1.2594	\$ 1.2393	\$ 0.0201
	PINT	\$ 0.2727	\$ 0.1280	\$ 0.0046	\$ 0.0554	\$ 0.1337	\$ 0.5944	\$ 0.0216	\$ 0.6160	\$ (0.0420)	\$ 0.1171	\$ 0.6911	\$ 0.6712	\$ 0.0199
	12 OUNCE	\$ 0.2045	\$ 0.0630	\$ 0.0034	\$ -	\$ 0.1003	\$ 0.3712	\$ 0.0135	\$ 0.3847	\$ (0.0315)	\$ 0.0878	\$ 0.4410	\$ 0.4427	\$ (0.0017)
	10 OUNCE	\$ 0.1704	\$ 0.0855	\$ 0.0028	\$ -	\$ 0.0836	\$ 0.3423	\$ 0.0124	\$ 0.3547	\$ (0.0262)	\$ 0.0732	\$ 0.4017	\$ 0.4032	\$ (0.0015)
	1/2 PINT	\$ 0.1364	\$ 0.0265	\$ 0.0023	\$ 0.0257	\$ 0.0669	\$ 0.2578	\$ 0.0094	\$ 0.2672	\$ (0.0210)	\$ 0.0585	\$ 0.3047	\$ 0.3010	\$ 0.0037
	4 OUNCE	\$ 0.0682	\$ 0.0304	\$ 0.0011	\$ 0.0394	\$ 0.0334	\$ 0.1725	\$ 0.0063	\$ 0.1788	\$ (0.0105)	\$ 0.0293	\$ 0.1976	\$ 0.1882	\$ 0.0094
	Bulk per Quart	\$ 0.5454	\$ 0.0619	\$ 0.0091	\$ 0.1401	\$ 0.2674	\$ 1.0239	\$ 0.0371	\$ 1.0610	\$ (0.0839)	\$ 0.2341	\$ 1.2112	\$ 1.1670	\$ 0.0442
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 1.7768	\$ 0.2699	\$ 0.0364	\$ (0.0754)	\$ 1.0696	\$ 3.0773	\$ 0.1116	\$ 3.1889	\$ (0.3356)	\$ 0.9364	\$ 3.7897	\$ 3.7979	\$ (0.0082)
	1/2 GALLON	\$ 0.8884	\$ 0.1941	\$ 0.0182	\$ (0.0142)	\$ 0.5348	\$ 1.6213	\$ 0.0588	\$ 1.6801	\$ (0.1678)	\$ 0.4682	\$ 1.9805	\$ 1.9811	\$ (0.0006)
	QUART	\$ 0.4442	\$ 0.1929	\$ 0.0091	\$ 0.0556	\$ 0.2674	\$ 0.9692	\$ 0.0352	\$ 1.0044	\$ (0.0839)	\$ 0.2341	\$ 1.1546	\$ 1.1347	\$ 0.0199
	PINT	\$ 0.2221	\$ 0.1280	\$ 0.0046	\$ 0.0554	\$ 0.1337	\$ 0.5438	\$ 0.0197	\$ 0.5635	\$ (0.0420)	\$ 0.1171	\$ 0.6386	\$ 0.6188	\$ 0.0198
	12 OUNCE	\$ 0.1666	\$ 0.0630	\$ 0.0034	\$ -	\$ 0.1003	\$ 0.3333	\$ 0.0121	\$ 0.3454	\$ (0.0315)	\$ 0.0878	\$ 0.4017	\$ 0.4035	\$ (0.0018)
	10 OUNCE	\$ 0.1388	\$ 0.0855	\$ 0.0028	\$ -	\$ 0.0836	\$ 0.3107	\$ 0.0113	\$ 0.3220	\$ (0.0262)	\$ 0.0732	\$ 0.3690	\$ 0.3705	\$ (0.0015)
	1/2 PINT	\$ 0.1111	\$ 0.0265	\$ 0.0023	\$ 0.0257	\$ 0.0669	\$ 0.2325	\$ 0.0084	\$ 0.2409	\$ (0.0210)	\$ 0.0585	\$ 0.2784	\$ 0.2749	\$ 0.0035
	4 OUNCE	\$ 0.0555	\$ 0.0304	\$ 0.0011	\$ 0.0394	\$ 0.0334	\$ 0.1598	\$ 0.0058	\$ 0.1656	\$ (0.0105)	\$ 0.0293	\$ 0.1844	\$ 0.1751	\$ 0.0093
	Bulk per Quart	\$ 0.4442	\$ 0.0619	\$ 0.0091	\$ 0.1401	\$ 0.2674	\$ 0.9227	\$ 0.0335	\$ 0.9562	\$ (0.0839)	\$ 0.2341	\$ 1.1064	\$ 1.0623	\$ 0.0441
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 1.6000	\$ 0.2699	\$ 0.0364	\$ (0.0754)	\$ 1.0696	\$ 2.9005	\$ 0.1052	\$ 3.0057	\$ (0.3356)	\$ 0.9364	\$ 3.6065	\$ 3.5989	\$ 0.0076
	1/2 GALLON	\$ 0.8000	\$ 0.1941	\$ 0.0182	\$ (0.0142)	\$ 0.5348	\$ 1.5329	\$ 0.0556	\$ 1.5885	\$ (0.1678)	\$ 0.4682	\$ 1.8889	\$ 1.8816	\$ 0.0073
	QUART	\$ 0.4000	\$ 0.1929	\$ 0.0091	\$ 0.0556	\$ 0.2674	\$ 0.9250	\$ 0.0335	\$ 0.9585	\$ (0.0839)	\$ 0.2341	\$ 1.1087	\$ 1.0849	\$ 0.0238
	PINT	\$ 0.2000	\$ 0.1280	\$ 0.0046	\$ 0.0554	\$ 0.1337	\$ 0.5217	\$ 0.0189	\$ 0.5406	\$ (0.0420)	\$ 0.1171	\$ 0.6157	\$ 0.5940	\$ 0.0217
	12 OUNCE	\$ 0.1500	\$ 0.0630	\$ 0.0034	\$ -	\$ 0.1003	\$ 0.3167	\$ 0.0115	\$ 0.3282	\$ (0.0315)	\$ 0.0878	\$ 0.3845	\$ 0.3848	\$ (0.0003)
	10 OUNCE	\$ 0.1250	\$ 0.0855	\$ 0.0028	\$ -	\$ 0.0836	\$ 0.2969	\$ 0.0108	\$ 0.3077	\$ (0.0262)	\$ 0.0732	\$ 0.3547	\$ 0.3550	\$ (0.0003)
	1/2 PINT	\$ 0.1000	\$ 0.0265	\$ 0.0023	\$ 0.0257	\$ 0.0669	\$ 0.2214	\$ 0.0080	\$ 0.2294	\$ (0.0210)	\$ 0.0585	\$ 0.2669	\$ 0.2625	\$ 0.0044
	4 OUNCE	\$ 0.0500	\$ 0.0304	\$ 0.0011	\$ 0.0394	\$ 0.0334	\$ 0.1543	\$ 0.0056	\$ 0.1599	\$ (0.0105)	\$ 0.0293	\$ 0.1787	\$ 0.1689	\$ 0.0098
	Bulk per Quart	\$ 0.4000	\$ 0.0619	\$ 0.0091	\$ 0.1401	\$ 0.2674	\$ 0.8785	\$ 0.0319	\$ 0.9104	\$ (0.0839)	\$ 0.2341	\$ 1.0606	\$ 1.0126	\$ 0.0480
<b>BUTTERMILK</b>	GALLON	\$ 2.0266	\$ 0.2699	\$ 0.0364	\$ (0.0754)	\$ 1.0696	\$ 3.3271	\$ 0.1207	\$ 3.4478	\$ (0.3356)	\$ 0.9364	\$ 4.0486	\$ 4.0476	\$ 0.0010
	1/2 GALLON	\$ 1.0133	\$ 0.1941	\$ 0.0182	\$ (0.0142)	\$ 0.5348	\$ 1.7462	\$ 0.0633	\$ 1.8095	\$ (0.1678)	\$ 0.4682	\$ 2.1099	\$ 2.1060	\$ 0.0039
	QUART	\$ 0.5066	\$ 0.1929	\$ 0.0091	\$ 0.0556	\$ 0.2674	\$ 1.0316	\$ 0.0374	\$ 1.0690	\$ (0.0839)	\$ 0.2341	\$ 1.2192	\$ 1.1971	\$ 0.0221
	PINT	\$ 0.2533	\$ 0.1280	\$ 0.0046	\$ 0.0554	\$ 0.1337	\$ 0.5750	\$ 0.0209	\$ 0.5959	\$ (0.0420)	\$ 0.1171	\$ 0.6710	\$ 0.6500	\$ 0.0210
	12 OUNCE	\$ 0.1900	\$ 0.0630	\$ 0.0034	\$ -	\$ 0.1003	\$ 0.3567	\$ 0.0129	\$ 0.3696	\$ (0.0315)	\$ 0.0878	\$ 0.4259	\$ 0.4269	\$ (0.0010)
	10 OUNCE	\$ 0.1583	\$ 0.0855	\$ 0.0028	\$ -	\$ 0.0836	\$ 0.3302	\$ 0.0120	\$ 0.3422	\$ (0.0262)	\$ 0.0732	\$ 0.3892	\$ 0.3900	\$ (0.0008)
	1/2 PINT	\$ 0.1267	\$ 0.0265	\$ 0.0023	\$ 0.0257	\$ 0.0669	\$ 0.2481	\$ 0.0090	\$ 0.2571	\$ (0.0210)	\$ 0.0585	\$ 0.2946	\$ 0.2905	\$ 0.0041
	4 OUNCE	\$ 0.0633	\$ 0.0304	\$ 0.0011	\$ 0.0394	\$ 0.0334	\$ 0.1676	\$ 0.0061	\$ 0.1737	\$ (0.0105)	\$ 0.0293	\$ 0.1925	\$ 0.1829	\$ 0.0096
	Bulk per Quart	\$ 0.5066	\$ 0.0619	\$ 0.0091	\$ 0.1401	\$ 0.2674	\$ 0.9851	\$ 0.0357	\$ 1.0208	\$ (0.0839)	\$ 0.2341	\$ 1.1710	\$ 1.1248	\$ 0.0462

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0053 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2021 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)

EGG NOG	GALLON	\$ 4.3248	\$ 0.2699	\$ 0.0364	\$ (0.0754)	\$ 1.0696	\$ 5.6253	\$ 0.2040	\$ 5.8293	\$ (0.3356)	\$ 0.9364	\$ 6.4301	\$ 6.4549	\$ (0.0248)
	1/2 GALLON	\$ 2.1624	\$ 0.1941	\$ 0.0182	\$ (0.0142)	\$ 0.5348	\$ 2.8953	\$ 0.1050	\$ 3.0003	\$ (0.1678)	\$ 0.4682	\$ 3.3007	\$ 3.3096	\$ (0.0089)
	QUART	\$ 1.0812	\$ 0.1929	\$ 0.0091	\$ 0.0556	\$ 0.2674	\$ 1.6062	\$ 0.0583	\$ 1.6645	\$ (0.0839)	\$ 0.2341	\$ 1.8147	\$ 1.7989	\$ 0.0158
	PINT	\$ 0.5406	\$ 0.1280	\$ 0.0046	\$ 0.0554	\$ 0.1337	\$ 0.8623	\$ 0.0313	\$ 0.8936	\$ (0.0420)	\$ 0.1171	\$ 0.9687	\$ 0.9510	\$ 0.0177
	12 OUNCE	\$ 0.4055	\$ 0.0630	\$ 0.0034	\$ -	\$ 0.1003	\$ 0.5722	\$ 0.0208	\$ 0.5930	\$ (0.0315)	\$ 0.0878	\$ 0.6493	\$ 0.6526	\$ (0.0033)
	10 OUNCE	\$ 0.3379	\$ 0.0855	\$ 0.0028	\$ -	\$ 0.0836	\$ 0.5098	\$ 0.0185	\$ 0.5283	\$ (0.0262)	\$ 0.0732	\$ 0.5753	\$ 0.5781	\$ (0.0028)
	1/2 PINT	\$ 0.2703	\$ 0.0265	\$ 0.0023	\$ 0.0257	\$ 0.0669	\$ 0.3917	\$ 0.0142	\$ 0.4059	\$ (0.0210)	\$ 0.0585	\$ 0.4434	\$ 0.4409	\$ 0.0025
	4 OUNCE	\$ 0.1352	\$ 0.0304	\$ 0.0011	\$ 0.0394	\$ 0.0334	\$ 0.2395	\$ 0.0087	\$ 0.2482	\$ (0.0105)	\$ 0.0293	\$ 0.2670	\$ 0.2582	\$ 0.0088
	Bulk per Quart	\$ 1.0812	\$ 0.0619	\$ 0.0091	\$ 0.1401	\$ 0.2674	\$ 1.5597	\$ 0.0566	\$ 1.6163	\$ (0.0839)	\$ 0.2341	\$ 1.7665	\$ 1.7266	\$ 0.0399

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0053 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1770	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 4.0534	\$ (0.5472)	\$ 0.7080	\$ 0.1169	\$ 4.33	\$ 4.33 \$ -
	1/2 GALLON	\$ 2.1124	\$ (0.2852)	\$ 0.3540	\$ 0.0605	\$ 2.24	\$ 2.24 \$ -
	QUART	<b>\$ 1.2205</b>	<b>\$ (0.1648)</b>	<b>\$ 0.1770</b>	<b>\$ 0.0342</b>	<b>\$ 1.27</b>	<b>\$ 1.25 \$ 0.02</b>
	PINT	\$ 0.6716	\$ (0.0907)	\$ 0.0885	\$ 0.0186	\$ 0.69	\$ 0.67 \$ 0.02
	12 OUNCE	\$ 0.4264	\$ (0.0576)	\$ 0.0664	\$ 0.0121	\$ 0.45	\$ 0.45 \$ -
	10 OUNCE	\$ 0.3896	\$ (0.0526)	\$ 0.0553	\$ 0.0109	\$ 0.40	\$ 0.40 \$ -
	1/2 PINT	\$ 0.2949	\$ (0.0398)	\$ 0.0443	\$ 0.0083	\$ 0.31	\$ 0.30 \$ 0.01
	4 OUNCE	\$ 0.1927	\$ (0.0260)	\$ 0.0221	\$ 0.0052	\$ 0.20	\$ 0.19 \$ 0.01
	Bulk per Quart	\$ 1.1723	\$ (0.1583)	\$ 0.1770	\$ 0.0330	\$ 1.22	\$ 1.18 \$ 0.04
	REDUCED FAT (2%) MILK	GALLON	\$ 3.8288	\$ (0.5169)	\$ 0.7080	\$ 0.1115	\$ 4.13
1/2 GALLON		\$ 2.0001	\$ (0.2700)	\$ 0.3540	\$ 0.0578	\$ 2.14	\$ 2.14 \$ -
QUART		\$ 1.1643	\$ (0.1572)	\$ 0.1770	\$ 0.0329	\$ 1.22	\$ 1.20 \$ 0.02
PINT		\$ 0.6435	\$ (0.0869)	\$ 0.0885	\$ 0.0179	\$ 0.66	\$ 0.64 \$ 0.02
12 OUNCE		\$ 0.4053	\$ (0.0547)	\$ 0.0664	\$ 0.0116	\$ 0.43	\$ 0.43 \$ -
10 OUNCE		\$ 0.3721	\$ (0.0502)	\$ 0.0553	\$ 0.0105	\$ 0.39	\$ 0.39 \$ -
1/2 PINT		\$ 0.2808	\$ (0.0379)	\$ 0.0443	\$ 0.0080	\$ 0.30	\$ 0.29 \$ 0.01
4 OUNCE		\$ 0.1856	\$ (0.0251)	\$ 0.0221	\$ 0.0051	\$ 0.19	\$ 0.18 \$ 0.01
Bulk per Quart		\$ 1.1161	\$ (0.1507)	\$ 0.1770	\$ 0.0317	\$ 1.17	\$ 1.13 \$ 0.04
LOW FAT (1%) MILK		GALLON	\$ 3.6528	\$ (0.4931)	\$ 0.7080	\$ 0.1073	\$ 3.98
	1/2 GALLON	\$ 1.9120	\$ (0.2581)	\$ 0.3540	\$ 0.0557	\$ 2.06	\$ 2.06 \$ -
	QUART	\$ 1.1204	\$ (0.1513)	\$ 0.1770	\$ 0.0318	\$ 1.18	\$ 1.16 \$ 0.02
	PINT	\$ 0.6215	\$ (0.0839)	\$ 0.0885	\$ 0.0174	\$ 0.64	\$ 0.62 \$ 0.02
	12 OUNCE	\$ 0.3888	\$ (0.0525)	\$ 0.0664	\$ 0.0112	\$ 0.41	\$ 0.41 \$ -
	10 OUNCE	\$ 0.3583	\$ (0.0484)	\$ 0.0553	\$ 0.0101	\$ 0.38	\$ 0.38 \$ -
	1/2 PINT	\$ 0.2698	\$ (0.0364)	\$ 0.0443	\$ 0.0077	\$ 0.29	\$ 0.28 \$ 0.01
	4 OUNCE	\$ 0.1801	\$ (0.0243)	\$ 0.0221	\$ 0.0049	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.0722	\$ (0.1447)	\$ 0.1770	\$ 0.0306	\$ 1.14	\$ 1.09 \$ 0.05
	NON FAT (SKIM) MILK	GALLON	\$ 3.4947	\$ (0.4718)	\$ 0.7080	\$ 0.1035	\$ 3.83
1/2 GALLON		\$ 1.8330	\$ (0.2475)	\$ 0.3540	\$ 0.0538	\$ 1.99	\$ 1.99 \$ -
QUART		\$ 1.0808	\$ (0.1459)	\$ 0.1770	\$ 0.0309	\$ 1.14	\$ 1.12 \$ 0.02
PINT		\$ 0.6017	\$ (0.0812)	\$ 0.0885	\$ 0.0169	\$ 0.63	\$ 0.61 \$ 0.02
12 OUNCE		\$ 0.3740	\$ (0.0505)	\$ 0.0664	\$ 0.0108	\$ 0.40	\$ 0.40 \$ -
10 OUNCE		\$ 0.3460	\$ (0.0467)	\$ 0.0553	\$ 0.0098	\$ 0.36	\$ 0.37 \$ (0.01)
1/2 PINT		\$ 0.2600	\$ (0.0351)	\$ 0.0443	\$ 0.0075	\$ 0.28	\$ 0.27 \$ 0.01
4 OUNCE		\$ 0.1752	\$ (0.0237)	\$ 0.0221	\$ 0.0048	\$ 0.18	\$ 0.17 \$ 0.01
Bulk per Quart		\$ 1.0326	\$ (0.1394)	\$ 0.1770	\$ 0.0297	\$ 1.10	\$ 1.06 \$ 0.04

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1770	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.2092	\$ (0.5682)	\$ 0.7080	\$ 0.1207	\$ 4.47	\$ 4.48 \$ (0.01)
	1/2 GALLON	\$ 2.1902	\$ (0.2957)	\$ 0.3540	\$ 0.0624	\$ 2.31	\$ 2.31 \$ -
	QUART	\$ 1.2594	\$ (0.1700)	\$ 0.1770	\$ 0.0351	\$ 1.30	\$ 1.28 \$ 0.02
	PINT	\$ 0.6911	\$ (0.0933)	\$ 0.0885	\$ 0.0190	\$ 0.71	\$ 0.69 \$ 0.02
	12 OUNCE	\$ 0.4410	\$ (0.0595)	\$ 0.0664	\$ 0.0124	\$ 0.46	\$ 0.46 \$ -
	10 OUNCE	\$ 0.4017	\$ (0.0542)	\$ 0.0553	\$ 0.0112	\$ 0.41	\$ 0.42 \$ (0.01)
	1/2 PINT	\$ 0.3047	\$ (0.0411)	\$ 0.0443	\$ 0.0085	\$ 0.32	\$ 0.31 \$ 0.01
	4 OUNCE	\$ 0.1976	\$ (0.0267)	\$ 0.0221	\$ 0.0054	\$ 0.20	\$ 0.19 \$ 0.01
	Bulk per Quart	\$ 1.2112	\$ (0.1635)	\$ 0.1770	\$ 0.0340	\$ 1.26	\$ 1.22 \$ 0.04
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.7897	\$ (0.5116)	\$ 0.7080	\$ 0.1106	\$ 4.10	\$ 4.10 \$ -
	1/2 GALLON	\$ 1.9805	\$ (0.2674)	\$ 0.3540	\$ 0.0574	\$ 2.12	\$ 2.13 \$ (0.01)
	QUART	\$ 1.1546	\$ (0.1559)	\$ 0.1770	\$ 0.0326	\$ 1.21	\$ 1.19 \$ 0.02
	PINT	\$ 0.6386	\$ (0.0862)	\$ 0.0885	\$ 0.0178	\$ 0.66	\$ 0.64 \$ 0.02
	12 OUNCE	\$ 0.4017	\$ (0.0542)	\$ 0.0664	\$ 0.0115	\$ 0.43	\$ 0.43 \$ -
	10 OUNCE	\$ 0.3690	\$ (0.0498)	\$ 0.0553	\$ 0.0104	\$ 0.38	\$ 0.39 \$ (0.01)
	1/2 PINT	\$ 0.2784	\$ (0.0376)	\$ 0.0443	\$ 0.0079	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1844	\$ (0.0249)	\$ 0.0221	\$ 0.0050	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.1064	\$ (0.1494)	\$ 0.1770	\$ 0.0315	\$ 1.17	\$ 1.13 \$ 0.04
FLAVORED NONFAT MILK	GALLON	\$ 3.6065	\$ (0.4869)	\$ 0.7080	\$ 0.1062	\$ 3.93	\$ 3.93 \$ -
	1/2 GALLON	\$ 1.8889	\$ (0.2550)	\$ 0.3540	\$ 0.0552	\$ 2.04	\$ 2.04 \$ -
	QUART	\$ 1.1087	\$ (0.1497)	\$ 0.1770	\$ 0.0315	\$ 1.17	\$ 1.15 \$ 0.02
	PINT	\$ 0.6157	\$ (0.0831)	\$ 0.0885	\$ 0.0172	\$ 0.64	\$ 0.62 \$ 0.02
	12 OUNCE	\$ 0.3845	\$ (0.0519)	\$ 0.0664	\$ 0.0111	\$ 0.41	\$ 0.41 \$ -
	10 OUNCE	\$ 0.3547	\$ (0.0479)	\$ 0.0553	\$ 0.0100	\$ 0.37	\$ 0.37 \$ -
	1/2 PINT	\$ 0.2669	\$ (0.0360)	\$ 0.0443	\$ 0.0076	\$ 0.28	\$ 0.28 \$ -
	4 OUNCE	\$ 0.1787	\$ (0.0241)	\$ 0.0221	\$ 0.0049	\$ 0.18	\$ 0.17 \$ 0.01
	Bulk per Quart	\$ 1.0606	\$ (0.1432)	\$ 0.1770	\$ 0.0304	\$ 1.12	\$ 1.08 \$ 0.04
BUTTERMILK	GALLON	\$ 4.0486	\$ (0.5466)	\$ 0.7080	\$ 0.1168	\$ 4.33	\$ 4.33 \$ -
	1/2 GALLON	\$ 2.1099	\$ (0.2848)	\$ 0.3540	\$ 0.0605	\$ 2.24	\$ 2.24 \$ -
	QUART	\$ 1.2192	\$ (0.1646)	\$ 0.1770	\$ 0.0342	\$ 1.27	\$ 1.25 \$ 0.02
	PINT	\$ 0.6710	\$ (0.0906)	\$ 0.0885	\$ 0.0186	\$ 0.69	\$ 0.67 \$ 0.02
	12 OUNCE	\$ 0.4259	\$ (0.0575)	\$ 0.0664	\$ 0.0121	\$ 0.45	\$ 0.45 \$ -
	10 OUNCE	\$ 0.3892	\$ (0.0525)	\$ 0.0553	\$ 0.0109	\$ 0.40	\$ 0.40 \$ -
	1/2 PINT	\$ 0.2946	\$ (0.0398)	\$ 0.0443	\$ 0.0083	\$ 0.31	\$ 0.30 \$ 0.01
	4 OUNCE	\$ 0.1925	\$ (0.0260)	\$ 0.0221	\$ 0.0052	\$ 0.20	\$ 0.19 \$ 0.01
	Bulk per Quart	\$ 1.1710	\$ (0.1581)	\$ 0.1770	\$ 0.0330	\$ 1.22	\$ 1.18 \$ 0.04

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1770	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 6.4301	\$ (0.8681)	\$ 0.7080	\$ 0.1740	\$ 6.44	\$ 6.47	\$ (0.03)
	<b>1/2 GALLON</b>	\$ 3.3007	\$ (0.4456)	\$ 0.3540	\$ 0.0891	\$ 3.31	\$ 3.31	\$ -
	<b>QUART</b>	\$ 1.8147	\$ (0.2450)	\$ 0.1770	\$ 0.0485	\$ 1.82	\$ 1.80	\$ 0.02
	<b>PINT</b>	\$ 0.9687	\$ (0.1308)	\$ 0.0885	\$ 0.0257	\$ 0.98	\$ 0.96	\$ 0.02
	<b>12 OUNCE</b>	\$ 0.6493	\$ (0.0877)	\$ 0.0664	\$ 0.0174	\$ 0.65	\$ 0.66	\$ (0.01)
	<b>10 OUNCE</b>	\$ 0.5753	\$ (0.0777)	\$ 0.0553	\$ 0.0153	\$ 0.59	\$ 0.58	\$ 0.01
	<b>1/2 PINT</b>	\$ 0.4434	\$ (0.0599)	\$ 0.0443	\$ 0.0119	\$ 0.45	\$ 0.45	\$ -
	<b>4 OUNCE</b>	\$ 0.2670	\$ (0.0360)	\$ 0.0221	\$ 0.0070	\$ 0.28	\$ 0.26	\$ 0.02
	<b>Bulk per Quart</b>	\$ 1.7665	\$ (0.2385)	\$ 0.1770	\$ 0.0473	\$ 1.78	\$ 1.73	\$ 0.05