



**Commonwealth of Pennsylvania**  
Milk Marketing Board  
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Official General  
Order No. A-962 (CRO 11)

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

**COST REPLACEMENT ORDER FOR THE  
NORTHEASTERN MILK MARKETING AREA, AREA NO. 3**

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

**SECTION A  
INCORPORATION**

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

**SECTION B  
SCOPE**

(a) The costs adopted by the Board in this order will replace the costs embodied in Official General Order (OGO) A-962 (CRO 10) and will be incorporated into the wholesale and retail prices of price-controlled packaged products sold in Milk Marketing Area 3, as defined in Section B of OGO A-962.

(b) The rate of return for dealers is 3.4%.

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

**SECTION C**  
**EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-962**

All parts of Official General Order A-962 not inconsistent with Section B of this order continue in effect.

PENNSYLVANIA MILK MARKETING BOARD



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Robert N. Barley, Chairman



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James A. Van Blarcom, Member

Date: March 16, 2021

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

**FINDINGS OF FACT AND CONCLUSIONS OF LAW**  
**COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 3**  
**MARCH 3, 2021**

I. FINDINGS OF FACT

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

2. Notice of the hearing was published at 51 Pennsylvania Bulletin 112 dated January 2, 2021. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1585, dated December 14, 2020. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross section used by both Board Staff and the Area 3 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of Clover Farms Dairy Company; Dan Ed Corp. T/A Guers Dairy; Dean Dairy Holdings LLC DBA Swiss Premium Dairy; Monroe County Milk Producers Coop Association DBA Pocono Mountain Dairy; Turkey Hill LP; Tuscan/Lehigh Valley Dairies, Inc. (Lansdale); Tuscan/Lehigh Valley Dairies, Inc. (Schuylkill Haven) and Valley Farms Dairy LLC.

4. Clifford Ackman, appearing on behalf of Board Staff as an expert in milk industry statistics, testified that the dealer cross section was representative of the dealers doing business in Area 3. Mr. Ackman testified that the reported product sales ratios of the cross-section dealers are very much like the reported product sales ratios of all dealers in Area 3, observing that the comparison of product sales ratios fell within statistically acceptable limits using the Chi-square goodness of fit test. Mr. Ackman further testified that the cross section dealers were reflective of all dealer sales into Area 3 when comparing sizes of deliveries, types of deliveries, and customers served. Ron Mong, appearing on behalf of Dealers as an expert in cost accounting and milk cost accounting, agreed that the cross section was representative. Based on the factors outlined by Mr. Ackman, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 3.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and enforcement. Mr. Gojsovich and Mr. Mong testified that the cross-section dealers incurred a cost of \$0.2812 per point for processing, packaging, and delivering milk in 2019. Based on this uncontradicted and concurring testimony, the Board finds that the cross section dealers incurred a cost of \$0.2812 per point for processing, packaging, and delivery, and further finds that \$0.2812 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Mong testified to the following 2020 ingredient costs, based on year 2019 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0006/lb; Flavored Milk - \$0.0401/lb; Flavored

Reduced Fat Milk - \$0.0320/lb; Flavored Non-Fat Milk - \$0.0258/lb; Buttermilk - \$0.0048/lb; Egg Nog - \$0.1991/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Mong presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0068 per point between the first halves of 2019 and 2020. We find that \$0.0068 should be used in this order.

8. Mr. Gojsovich and Mr. Mong recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in diesel fuel costs continue in Area 3. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Mr. Mong recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in heating fuel costs continue in Area 3. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Mr. Mong presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$0.0034 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 \$0.0034 per pound.

11. Based on the container costs evidence presented by Mr. Gojsovich and Mr. Mong, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.1997; Half Gallon - \$0.1502; Quart - \$0.1070; Pint - \$0.0814; Half Pint (paper) - \$0.0190; Half Pint (plastic) - \$0.0704; 12 Ounce - \$0.0630; 10 Ounce - \$0.0587; 4 Ounce - \$0.0182; Bulk Per Quart - \$0.0340. Both Mr. Gojsovich and Mr. Mong testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly, based on the base weighted costs and weighted units testified to by Mr. Gojsovich and as listed above. The Board also finds that the weighted shrinkage factor should continue to be applied to container costs.

The Board further finds 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 to the paper container cost for products sold in rigid plastic containers. Based on the testimony of Mr. Gojsovich and Mr. Mong, we find the plastic add-on is \$0.0514 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

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

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

Gallon	\$(0.0863)
Half Gallon	\$(0.0292)
Quart	\$0.0511
Pint	\$0.0276
Half Pint	\$0.0163
4 ounce	\$0.0218
Bulk (per quart)	\$0.0157

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

13. Mr. Mong recommended that the Board maintain the rate of return at 3.4%. He testified that the rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. He also testified that maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry.

Based on Mr. Mong's persuasive and credible testimony, the Board finds that the rate of return should remain at 3.4%.

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

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

16. Mr. Gojsovich testified that the cost replacement process would result in the retail minimum price for a gallon of 2% milk increasing \$0.09. He explained that the majority of the increase was caused by an increase in the cost per processing point and an increase in losses on bulk sales.

II. CONCLUSIONS OF LAW

1. The March 3, 2021, cost replacement hearing for Milk Marketing Area No. 3 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. 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

Date: March 3, 2021

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**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**Diesel Fuel Costs Adjustment**

**Update of Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020**

1. Weighted Diesel Fuel Costs - YEAR 2019	\$ 1,418,869
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>\$ 1,151,338</u>
6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1)	\$ (267,531)
7. Weighted Delivery Points - YEAR 2019	<u>111,792,283</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b><u><u>\$ (0.0024)</u></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 3**

**Heating Fuel Costs Adjustment**

**Update of Heating Fuel Costs from YEAR 2019 to AUGUST 2020**

1. Weighted Heating Fuel Costs - YEAR 2019	\$ 159,926
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>\$ 154,856</u>
6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1)	\$ (5,070)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019	<u>145,321,489</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</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 3**

**MILK COSTS BEFORE PACKAGING**

**DECEMBER 2020 MILK COSTS**

	<b>Class I</b>
Skim Rate	\$ 19.23
Butterfat Rate	\$ 1.6191

Product Description	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								

Class 1	Product Description	A	B	C	D	E	F	G	H	I	J	K
		Product Pounds	Product Pounds	(B ÷ A) Percentage	(A - B) Pounds	(B × BF Rate) Value	(D × Skim Rate) Value	(E + F) Value	(G + A) Value	(EX. 4) Value	(EX. 5) Value	(H + I + J) Value
	Standard (Whole) Milk	61,585,223	2,019,467	3.2791%	59,565,756	\$ 3,269,719	\$ 11,454,495	\$ 14,724,214	\$ 0.2391	\$ -	\$ 0.0034	\$ 0.2425
	Reduced Fat (2%) Milk	50,145,527	996,284	1.9868%	49,149,243	\$ 1,613,083	\$ 9,451,399	\$ 11,064,482	\$ 0.2206	\$ 0.0001	\$ 0.0034	\$ 0.2241
	Low Fat (1%) Milk	22,186,349	218,258	0.9837%	21,968,091	\$ 353,382	\$ 4,224,464	\$ 4,577,846	\$ 0.2063	\$ 0.0001	\$ 0.0034	\$ 0.2098
	Non Fat (Skim) Milk	13,671,542	11,818	0.0864%	13,659,724	\$ 19,135	\$ 2,626,765	\$ 2,645,900	\$ 0.1935	\$ 0.0006	\$ 0.0034	\$ 0.1975
	Flavored Milk	3,839,667	125,397	3.2658%	3,714,270	\$ 203,030	\$ 714,254	\$ 917,284	\$ 0.2389	\$ 0.0401	\$ 0.0034	\$ 0.2824
	Flavored Reduced Fat Milk	10,650,935	131,505	1.2347%	10,519,430	\$ 212,920	\$ 2,022,886	\$ 2,235,806	\$ 0.2099	\$ 0.0320	\$ 0.0034	\$ 0.2453
	Flavored NONFAT Milk	8,655,641	8,563	0.0989%	8,647,078	\$ 13,864	\$ 1,662,833	\$ 1,676,697	\$ 0.1937	\$ 0.0258	\$ 0.0034	\$ 0.2229
	Buttermilk	859,758	18,095	2.1047%	841,663	\$ 29,298	\$ 161,852	\$ 191,150	\$ 0.2223	\$ 0.0048	\$ 0.0034	\$ 0.2305
	Egg Nog	887,913	61,291	6.9028%	826,622	\$ 99,236	\$ 158,959	\$ 258,195	\$ 0.2908	\$ 0.1991	\$ 0.0034	\$ 0.4933

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**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)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0855	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.3423	\$ 0.1176	\$ 3.4599	\$ (0.4992)	\$ 0.9448	\$ 3.9055
	1/2 GALLON	\$ 1.0428	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.7348	\$ 0.0611	\$ 1.7959	\$ (0.2496)	\$ 0.4724	\$ 2.0187
	QUART	\$ 0.5214	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9903	\$ 0.0349	\$ 1.0252	\$ (0.1248)	\$ 0.2362	\$ 1.1366
	PINT	\$ 0.2607	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5198	\$ 0.0183	\$ 0.5381	\$ (0.0624)	\$ 0.1181	\$ 0.5938
	12 OUNCE	\$ 0.1955	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3671	\$ 0.0129	\$ 0.3800	\$ (0.0468)	\$ 0.0886	\$ 0.4218
	10 OUNCE	\$ 0.1629	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3121	\$ 0.0110	\$ 0.3231	\$ (0.0390)	\$ 0.0738	\$ 0.3579
	1/2 PINT	\$ 0.1303	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2436	\$ 0.0086	\$ 0.2522	\$ (0.0312)	\$ 0.0591	\$ 0.2801
	4 OUNCE	\$ 0.0652	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1417	\$ 0.0050	\$ 0.1467	\$ (0.0156)	\$ 0.0295	\$ 0.1606
	Bulk per Quart	\$ 0.5214	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.8610	\$ 0.0303	\$ 0.8913	\$ (0.1248)	\$ 0.2362	\$ 1.0027
REDUCED FAT (2%) MILK	GALLON	\$ 1.9317	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.1885	\$ 0.1122	\$ 3.3007	\$ (0.4992)	\$ 0.9448	\$ 3.7463
	1/2 GALLON	\$ 0.9659	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.6579	\$ 0.0584	\$ 1.7163	\$ (0.2496)	\$ 0.4724	\$ 1.9391
	QUART	\$ 0.4829	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9518	\$ 0.0335	\$ 0.9853	\$ (0.1248)	\$ 0.2362	\$ 1.0967
	PINT	\$ 0.2415	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5006	\$ 0.0176	\$ 0.5182	\$ (0.0624)	\$ 0.1181	\$ 0.5739
	12 OUNCE	\$ 0.1811	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3527	\$ 0.0124	\$ 0.3651	\$ (0.0468)	\$ 0.0886	\$ 0.4069
	10 OUNCE	\$ 0.1509	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3001	\$ 0.0106	\$ 0.3107	\$ (0.0390)	\$ 0.0738	\$ 0.3455
	1/2 PINT	\$ 0.1207	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2340	\$ 0.0082	\$ 0.2422	\$ (0.0312)	\$ 0.0591	\$ 0.2701
	4 OUNCE	\$ 0.0604	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1369	\$ 0.0048	\$ 0.1417	\$ (0.0156)	\$ 0.0295	\$ 0.1556
	Bulk per Quart	\$ 0.4829	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.8225	\$ 0.0290	\$ 0.8515	\$ (0.1248)	\$ 0.2362	\$ 0.9629
LOW FAT (1%) MILK	GALLON	\$ 1.8085	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.0653	\$ 0.1079	\$ 3.1732	\$ (0.4992)	\$ 0.9448	\$ 3.6188
	1/2 GALLON	\$ 0.9042	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.5962	\$ 0.0562	\$ 1.6524	\$ (0.2496)	\$ 0.4724	\$ 1.8752
	QUART	\$ 0.4521	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9210	\$ 0.0324	\$ 0.9534	\$ (0.1248)	\$ 0.2362	\$ 1.0648
	PINT	\$ 0.2261	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.4852	\$ 0.0171	\$ 0.5023	\$ (0.0624)	\$ 0.1181	\$ 0.5580
	12 OUNCE	\$ 0.1695	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3411	\$ 0.0120	\$ 0.3531	\$ (0.0468)	\$ 0.0886	\$ 0.3949
	10 OUNCE	\$ 0.1413	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.2905	\$ 0.0102	\$ 0.3007	\$ (0.0390)	\$ 0.0738	\$ 0.3355
	1/2 PINT	\$ 0.1130	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2263	\$ 0.0080	\$ 0.2343	\$ (0.0312)	\$ 0.0591	\$ 0.2622
	4 OUNCE	\$ 0.0565	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1330	\$ 0.0047	\$ 0.1377	\$ (0.0156)	\$ 0.0295	\$ 0.1516
	Bulk per Quart	\$ 0.4521	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.7917	\$ 0.0279	\$ 0.8196	\$ (0.1248)	\$ 0.2362	\$ 0.9310
NON FAT (SKIM) MILK	GALLON	\$ 1.7044	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 2.9612	\$ 0.1042	\$ 3.0654	\$ (0.4992)	\$ 0.9448	\$ 3.5110
	1/2 GALLON	\$ 0.8522	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.5442	\$ 0.0543	\$ 1.5985	\$ (0.2496)	\$ 0.4724	\$ 1.8213
	QUART	\$ 0.4261	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.8950	\$ 0.0315	\$ 0.9265	\$ (0.1248)	\$ 0.2362	\$ 1.0379
	PINT	\$ 0.2131	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.4722	\$ 0.0166	\$ 0.4888	\$ (0.0624)	\$ 0.1181	\$ 0.5445
	12 OUNCE	\$ 0.1598	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3314	\$ 0.0117	\$ 0.3431	\$ (0.0468)	\$ 0.0886	\$ 0.3849
	10 OUNCE	\$ 0.1332	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.2824	\$ 0.0099	\$ 0.2923	\$ (0.0390)	\$ 0.0738	\$ 0.3271
	1/2 PINT	\$ 0.1065	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2198	\$ 0.0077	\$ 0.2275	\$ (0.0312)	\$ 0.0591	\$ 0.2554
	4 OUNCE	\$ 0.0533	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1298	\$ 0.0046	\$ 0.1344	\$ (0.0156)	\$ 0.0295	\$ 0.1483
	Bulk per Quart	\$ 0.4261	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.7657	\$ 0.0270	\$ 0.7927	\$ (0.1248)	\$ 0.2362	\$ 0.9041

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0039 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**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)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	
<b>FLAVORED MILK</b>	<b>GALLON</b>	\$ 2.2592	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.5160	\$ 0.1238	\$ 3.6398	\$ (0.4992)	\$ 0.9448	\$ 4.0854
	<b>1/2 GALLON</b>	\$ 1.1296	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.8216	\$ 0.0641	\$ 1.8857	\$ (0.2496)	\$ 0.4724	\$ 2.1085
	<b>QUART</b>	\$ 0.5648	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 1.0337	\$ 0.0364	\$ 1.0701	\$ (0.1248)	\$ 0.2362	\$ 1.1815
	<b>PINT</b>	\$ 0.2824	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5415	\$ 0.0191	\$ 0.5606	\$ (0.0624)	\$ 0.1181	\$ 0.6163
	<b>12 OUNCE</b>	\$ 0.2118	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3834	\$ 0.0135	\$ 0.3969	\$ (0.0468)	\$ 0.0886	\$ 0.4387
	<b>10 OUNCE</b>	\$ 0.1765	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3257	\$ 0.0115	\$ 0.3372	\$ (0.0390)	\$ 0.0738	\$ 0.3720
	<b>1/2 PINT</b>	\$ 0.1412	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2545	\$ 0.0090	\$ 0.2635	\$ (0.0312)	\$ 0.0591	\$ 0.2914
	<b>4 OUNCE</b>	\$ 0.0706	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1471	\$ 0.0052	\$ 0.1523	\$ (0.0156)	\$ 0.0295	\$ 0.1662
	<b>Bulk per Quart</b>	\$ 0.5648	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.9044	\$ 0.0318	\$ 0.9362	\$ (0.1248)	\$ 0.2362	\$ 1.0476
<b>FLAVORED REDUCED FAT MILK</b>	<b>GALLON</b>	\$ 1.9624	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.2192	\$ 0.1133	\$ 3.3325	\$ (0.4992)	\$ 0.9448	\$ 3.7781
	<b>1/2 GALLON</b>	\$ 0.9812	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.6732	\$ 0.0589	\$ 1.7321	\$ (0.2496)	\$ 0.4724	\$ 1.9549
	<b>QUART</b>	\$ 0.4906	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9595	\$ 0.0338	\$ 0.9933	\$ (0.1248)	\$ 0.2362	\$ 1.1047
	<b>PINT</b>	\$ 0.2453	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5044	\$ 0.0178	\$ 0.5222	\$ (0.0624)	\$ 0.1181	\$ 0.5779
	<b>12 OUNCE</b>	\$ 0.1840	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3556	\$ 0.0125	\$ 0.3681	\$ (0.0468)	\$ 0.0886	\$ 0.4099
	<b>10 OUNCE</b>	\$ 0.1533	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3025	\$ 0.0106	\$ 0.3131	\$ (0.0390)	\$ 0.0738	\$ 0.3479
	<b>1/2 PINT</b>	\$ 0.1227	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2360	\$ 0.0083	\$ 0.2443	\$ (0.0312)	\$ 0.0591	\$ 0.2722
	<b>4 OUNCE</b>	\$ 0.0613	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1378	\$ 0.0048	\$ 0.1426	\$ (0.0156)	\$ 0.0295	\$ 0.1565
	<b>Bulk per Quart</b>	\$ 0.4906	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.8302	\$ 0.0292	\$ 0.8594	\$ (0.1248)	\$ 0.2362	\$ 0.9708
<b>FLAVORED NONFAT MILK</b>	<b>GALLON</b>	\$ 1.7832	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.0400	\$ 0.1070	\$ 3.1470	\$ (0.4992)	\$ 0.9448	\$ 3.5926
	<b>1/2 GALLON</b>	\$ 0.8916	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.5836	\$ 0.0557	\$ 1.6393	\$ (0.2496)	\$ 0.4724	\$ 1.8621
	<b>QUART</b>	\$ 0.4458	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9147	\$ 0.0322	\$ 0.9469	\$ (0.1248)	\$ 0.2362	\$ 1.0583
	<b>PINT</b>	\$ 0.2229	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.4820	\$ 0.0170	\$ 0.4990	\$ (0.0624)	\$ 0.1181	\$ 0.5547
	<b>12 OUNCE</b>	\$ 0.1672	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3388	\$ 0.0119	\$ 0.3507	\$ (0.0468)	\$ 0.0886	\$ 0.3925
	<b>10 OUNCE</b>	\$ 0.1393	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.2885	\$ 0.0102	\$ 0.2987	\$ (0.0390)	\$ 0.0738	\$ 0.3335
	<b>1/2 PINT</b>	\$ 0.1115	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2248	\$ 0.0079	\$ 0.2327	\$ (0.0312)	\$ 0.0591	\$ 0.2606
	<b>4 OUNCE</b>	\$ 0.0557	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1322	\$ 0.0047	\$ 0.1369	\$ (0.0156)	\$ 0.0295	\$ 0.1508
	<b>Bulk per Quart</b>	\$ 0.4458	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.7854	\$ 0.0276	\$ 0.8130	\$ (0.1248)	\$ 0.2362	\$ 0.9244
<b>BUTTERMILK</b>	<b>GALLON</b>	\$ 1.9869	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 3.2437	\$ 0.1142	\$ 3.3579	\$ (0.4992)	\$ 0.9448	\$ 3.8035
	<b>1/2 GALLON</b>	\$ 0.9935	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 1.6855	\$ 0.0593	\$ 1.7448	\$ (0.2496)	\$ 0.4724	\$ 1.9676
	<b>QUART</b>	\$ 0.4967	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 0.9656	\$ 0.0340	\$ 0.9996	\$ (0.1248)	\$ 0.2362	\$ 1.1110
	<b>PINT</b>	\$ 0.2484	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.5075	\$ 0.0179	\$ 0.5254	\$ (0.0624)	\$ 0.1181	\$ 0.5811
	<b>12 OUNCE</b>	\$ 0.1863	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.3579	\$ 0.0126	\$ 0.3705	\$ (0.0468)	\$ 0.0886	\$ 0.4123
	<b>10 OUNCE</b>	\$ 0.1552	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.3044	\$ 0.0107	\$ 0.3151	\$ (0.0390)	\$ 0.0738	\$ 0.3499
	<b>1/2 PINT</b>	\$ 0.1242	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.2375	\$ 0.0084	\$ 0.2459	\$ (0.0312)	\$ 0.0591	\$ 0.2738
	<b>4 OUNCE</b>	\$ 0.0621	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1386	\$ 0.0049	\$ 0.1435	\$ (0.0156)	\$ 0.0295	\$ 0.1574
	<b>Bulk per Quart</b>	\$ 0.4967	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 0.8363	\$ 0.0294	\$ 0.8657	\$ (0.1248)	\$ 0.2362	\$ 0.9771

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0039 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2020 MILK PRICES**

	<b>A EX. 6</b>	<b>B EX. 3</b>	<b>C EXS. 7, 8 &amp; 9 <sup>(1)</sup></b>	<b>D EX. 10</b>	<b>E EX. 2</b>	<b>F (A+B+C+D+E)</b>	<b>G</b>	<b>H (F + G)</b>	<b>I</b>	<b>J</b>	<b>K (H + I + J)</b>	
<b>Container Size</b>	<b>Milk Cost</b>	<b>Container Cost</b>	<b>Cost Update &amp; Energy Add-On Adjustments</b>	<b>Container Efficiency Adjustment</b>	<b>Processing Cost</b>	<b>Average Delivered Cost</b>	<b>Profit at 3.40%</b>	<b>Price with Profit</b>	<b>Less: Average Delivery</b>	<b>Plus: High Cost Delivery</b>	<b>Proposed Wholesale Price</b>	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 3.9464	\$ 0.1851	\$ 0.0332	\$ (0.0863)	\$ 1.1248	\$ 5.2032	\$ 0.1831	\$ 5.3863	\$ (0.4992)	\$ 0.9448	\$ 5.8319
	<b>1/2 GALLON</b>	\$ 1.9732	\$ 0.1422	\$ 0.0166	\$ (0.0292)	\$ 0.5624	\$ 2.6652	\$ 0.0938	\$ 2.7590	\$ (0.2496)	\$ 0.4724	\$ 2.9818
	<b>QUART</b>	\$ 0.9866	\$ 0.1283	\$ 0.0083	\$ 0.0511	\$ 0.2812	\$ 1.4555	\$ 0.0512	\$ 1.5067	\$ (0.1248)	\$ 0.2362	\$ 1.6181
	<b>PINT</b>	\$ 0.4933	\$ 0.0867	\$ 0.0042	\$ 0.0276	\$ 0.1406	\$ 0.7524	\$ 0.0265	\$ 0.7789	\$ (0.0624)	\$ 0.1181	\$ 0.8346
	<b>12 OUNCE</b>	\$ 0.3700	\$ 0.0630	\$ 0.0031	\$ -	\$ 0.1055	\$ 0.5416	\$ 0.0191	\$ 0.5607	\$ (0.0468)	\$ 0.0886	\$ 0.6025
	<b>10 OUNCE</b>	\$ 0.3083	\$ 0.0587	\$ 0.0026	\$ -	\$ 0.0879	\$ 0.4575	\$ 0.0161	\$ 0.4736	\$ (0.0390)	\$ 0.0738	\$ 0.5084
	<b>1/2 PINT</b>	\$ 0.2467	\$ 0.0246	\$ 0.0021	\$ 0.0163	\$ 0.0703	\$ 0.3600	\$ 0.0127	\$ 0.3727	\$ (0.0312)	\$ 0.0591	\$ 0.4006
	<b>4 OUNCE</b>	\$ 0.1233	\$ 0.0185	\$ 0.0010	\$ 0.0218	\$ 0.0352	\$ 0.1998	\$ 0.0070	\$ 0.2068	\$ (0.0156)	\$ 0.0295	\$ 0.2207
	<b>Bulk per Quart</b>	\$ 0.9866	\$ 0.0344	\$ 0.0083	\$ 0.0157	\$ 0.2812	\$ 1.3262	\$ 0.0467	\$ 1.3729	\$ (0.1248)	\$ 0.2362	\$ 1.4843

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0039 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1406	Store Profit 2.7%	Proposed Retail Price

STANDARD (WHOLE) MILK	GALLON	\$ 3.9055	\$ (0.5077)	\$ 0.5624	\$ 0.1099	\$ 4.07
	1/2 GALLON	\$ 2.0187	\$ (0.2624)	\$ 0.2812	\$ 0.0565	\$ 2.09
	QUART	<b>\$ 1.1366</b>	<b>\$ (0.1478)</b>	<b>\$ 0.1406</b>	<b>\$ 0.0313</b>	<b>\$ 1.16</b>
	PINT	\$ 0.5938	\$ (0.0772)	\$ 0.0703	\$ 0.0163	\$ 0.60
	12 OUNCE	\$ 0.4218	\$ (0.0548)	\$ 0.0527	\$ 0.0116	\$ 0.43
	10 OUNCE	\$ 0.3579	\$ (0.0465)	\$ 0.0439	\$ 0.0099	\$ 0.37
	1/2 PINT	\$ 0.2801	\$ (0.0364)	\$ 0.0352	\$ 0.0077	\$ 0.29
	4 OUNCE	\$ 0.1606	\$ (0.0209)	\$ 0.0176	\$ 0.0044	\$ 0.17
	Bulk per Quart	\$ 1.0027	\$ (0.1304)	\$ 0.1406	\$ 0.0281	\$ 1.04

REDUCED FAT (2%) MILK	GALLON	\$ 3.7463	\$ (0.4870)	\$ 0.5624	\$ 0.1060	\$ 3.93
	1/2 GALLON	\$ 1.9391	\$ (0.2521)	\$ 0.2812	\$ 0.0546	\$ 2.02
	QUART	\$ 1.0967	\$ (0.1426)	\$ 0.1406	\$ 0.0304	\$ 1.13
	PINT	\$ 0.5739	\$ (0.0746)	\$ 0.0703	\$ 0.0158	\$ 0.59
	12 OUNCE	\$ 0.4069	\$ (0.0529)	\$ 0.0527	\$ 0.0113	\$ 0.42
	10 OUNCE	\$ 0.3455	\$ (0.0449)	\$ 0.0439	\$ 0.0096	\$ 0.35
	1/2 PINT	\$ 0.2701	\$ (0.0351)	\$ 0.0352	\$ 0.0075	\$ 0.28
	4 OUNCE	\$ 0.1556	\$ (0.0202)	\$ 0.0176	\$ 0.0042	\$ 0.16
	Bulk per Quart	\$ 0.9629	\$ (0.1252)	\$ 0.1406	\$ 0.0271	\$ 1.01

LOW FAT (1%) MILK	GALLON	\$ 3.6188	\$ (0.4704)	\$ 0.5624	\$ 0.1030	\$ 3.81
	1/2 GALLON	\$ 1.8752	\$ (0.2438)	\$ 0.2812	\$ 0.0531	\$ 1.97
	QUART	\$ 1.0648	\$ (0.1384)	\$ 0.1406	\$ 0.0296	\$ 1.10
	PINT	\$ 0.5580	\$ (0.0725)	\$ 0.0703	\$ 0.0154	\$ 0.57
	12 OUNCE	\$ 0.3949	\$ (0.0513)	\$ 0.0527	\$ 0.0110	\$ 0.41
	10 OUNCE	\$ 0.3355	\$ (0.0436)	\$ 0.0439	\$ 0.0093	\$ 0.35
	1/2 PINT	\$ 0.2622	\$ (0.0341)	\$ 0.0352	\$ 0.0073	\$ 0.27
	4 OUNCE	\$ 0.1516	\$ (0.0197)	\$ 0.0176	\$ 0.0041	\$ 0.16
	Bulk per Quart	\$ 0.9310	\$ (0.1210)	\$ 0.1406	\$ 0.0264	\$ 0.98

NON FAT (SKIM) MILK	GALLON	\$ 3.5110	\$ (0.4564)	\$ 0.5624	\$ 0.1004	\$ 3.72
	1/2 GALLON	\$ 1.8213	\$ (0.2368)	\$ 0.2812	\$ 0.0518	\$ 1.92
	QUART	\$ 1.0379	\$ (0.1349)	\$ 0.1406	\$ 0.0290	\$ 1.07
	PINT	\$ 0.5445	\$ (0.0708)	\$ 0.0703	\$ 0.0151	\$ 0.56
	12 OUNCE	\$ 0.3849	\$ (0.0500)	\$ 0.0527	\$ 0.0108	\$ 0.40
	10 OUNCE	\$ 0.3271	\$ (0.0425)	\$ 0.0439	\$ 0.0091	\$ 0.34
	1/2 PINT	\$ 0.2554	\$ (0.0332)	\$ 0.0352	\$ 0.0071	\$ 0.26
	4 OUNCE	\$ 0.1483	\$ (0.0193)	\$ 0.0176	\$ 0.0041	\$ 0.15
	Bulk per Quart	\$ 0.9041	\$ (0.1175)	\$ 0.1406	\$ 0.0257	\$ 0.95

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1406	Store Profit 2.7%	Proposed Retail Price	
<b>FLAVORED MILK</b>	GALLON	\$ 4.0854	\$ (0.5311)	\$ 0.5624	\$ 0.1142	\$ 4.23
	1/2 GALLON	\$ 2.1085	\$ (0.2741)	\$ 0.2812	\$ 0.0587	\$ 2.17
	QUART	\$ 1.1815	\$ (0.1536)	\$ 0.1406	\$ 0.0324	\$ 1.20
	PINT	\$ 0.6163	\$ (0.0801)	\$ 0.0703	\$ 0.0168	\$ 0.62
	12 OUNCE	\$ 0.4387	\$ (0.0570)	\$ 0.0527	\$ 0.0121	\$ 0.45
	10 OUNCE	\$ 0.3720	\$ (0.0484)	\$ 0.0439	\$ 0.0102	\$ 0.38
	1/2 PINT	\$ 0.2914	\$ (0.0379)	\$ 0.0352	\$ 0.0080	\$ 0.30
	4 OUNCE	\$ 0.1662	\$ (0.0216)	\$ 0.0176	\$ 0.0045	\$ 0.17
	Bulk per Quart	\$ 1.0476	\$ (0.1362)	\$ 0.1406	\$ 0.0292	\$ 1.08
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 3.7781	\$ (0.4912)	\$ 0.5624	\$ 0.1068	\$ 3.96
	1/2 GALLON	\$ 1.9549	\$ (0.2541)	\$ 0.2812	\$ 0.0550	\$ 2.04
	QUART	\$ 1.1047	\$ (0.1436)	\$ 0.1406	\$ 0.0306	\$ 1.13
	PINT	\$ 0.5779	\$ (0.0751)	\$ 0.0703	\$ 0.0159	\$ 0.59
	12 OUNCE	\$ 0.4099	\$ (0.0533)	\$ 0.0527	\$ 0.0114	\$ 0.42
	10 OUNCE	\$ 0.3479	\$ (0.0452)	\$ 0.0439	\$ 0.0096	\$ 0.36
	1/2 PINT	\$ 0.2722	\$ (0.0354)	\$ 0.0352	\$ 0.0075	\$ 0.28
	4 OUNCE	\$ 0.1565	\$ (0.0203)	\$ 0.0176	\$ 0.0043	\$ 0.16
	Bulk per Quart	\$ 0.9708	\$ (0.1262)	\$ 0.1406	\$ 0.0273	\$ 1.01
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 3.5926	\$ (0.4670)	\$ 0.5624	\$ 0.1023	\$ 3.79
	1/2 GALLON	\$ 1.8621	\$ (0.2421)	\$ 0.2812	\$ 0.0528	\$ 1.95
	QUART	\$ 1.0583	\$ (0.1376)	\$ 0.1406	\$ 0.0295	\$ 1.09
	PINT	\$ 0.5547	\$ (0.0721)	\$ 0.0703	\$ 0.0153	\$ 0.57
	12 OUNCE	\$ 0.3925	\$ (0.0510)	\$ 0.0527	\$ 0.0109	\$ 0.41
	10 OUNCE	\$ 0.3335	\$ (0.0434)	\$ 0.0439	\$ 0.0093	\$ 0.34
	1/2 PINT	\$ 0.2606	\$ (0.0339)	\$ 0.0352	\$ 0.0073	\$ 0.27
	4 OUNCE	\$ 0.1508	\$ (0.0196)	\$ 0.0176	\$ 0.0041	\$ 0.16
	Bulk per Quart	\$ 0.9244	\$ (0.1202)	\$ 0.1406	\$ 0.0262	\$ 0.97
<b>BUTTERMILK</b>	GALLON	\$ 3.8035	\$ (0.4945)	\$ 0.5624	\$ 0.1074	\$ 3.98
	1/2 GALLON	\$ 1.9676	\$ (0.2558)	\$ 0.2812	\$ 0.0553	\$ 2.05
	QUART	\$ 1.1110	\$ (0.1444)	\$ 0.1406	\$ 0.0307	\$ 1.14
	PINT	\$ 0.5811	\$ (0.0755)	\$ 0.0703	\$ 0.0160	\$ 0.59
	12 OUNCE	\$ 0.4123	\$ (0.0536)	\$ 0.0527	\$ 0.0114	\$ 0.42
	10 OUNCE	\$ 0.3499	\$ (0.0455)	\$ 0.0439	\$ 0.0097	\$ 0.36
	1/2 PINT	\$ 0.2738	\$ (0.0356)	\$ 0.0352	\$ 0.0076	\$ 0.28
	4 OUNCE	\$ 0.1574	\$ (0.0205)	\$ 0.0176	\$ 0.0043	\$ 0.16
	Bulk per Quart	\$ 0.9771	\$ (0.1270)	\$ 0.1406	\$ 0.0275	\$ 1.02

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
DECEMBER 2020 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1406	Store Profit 2.7%	Proposed Retail Price

EGG NOG	GALLON	\$ 5.8319	\$ (0.7581)	\$ 0.5624	\$ 0.1564	\$ 5.84
	1/2 GALLON	\$ 2.9818	\$ (0.3876)	\$ 0.2812	\$ 0.0798	\$ 2.99
	QUART	\$ 1.6181	\$ (0.2104)	\$ 0.1406	\$ 0.0430	\$ 1.63
	PINT	\$ 0.8346	\$ (0.1085)	\$ 0.0703	\$ 0.0221	\$ 0.84
	12 OUNCE	\$ 0.6025	\$ (0.0783)	\$ 0.0527	\$ 0.0160	\$ 0.61
	10 OUNCE	\$ 0.5084	\$ (0.0661)	\$ 0.0439	\$ 0.0135	\$ 0.52
	1/2 PINT	\$ 0.4006	\$ (0.0521)	\$ 0.0352	\$ 0.0106	\$ 0.41
	4 OUNCE	\$ 0.2207	\$ (0.0287)	\$ 0.0176	\$ 0.0058	\$ 0.23
	Bulk per Quart	\$ 1.4843	\$ (0.1930)	\$ 0.1406	\$ 0.0397	\$ 1.49