



Commonwealth of Pennsylvania  
Milk Marketing Board  
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Official General  
Order No. A-956 (CRO 12)

Posted: March 2, 2022  
Effective: April 1, 2022

### **COST REPLACEMENT ORDER FOR THE WEST CENTRAL MILK MARKETING AREA, AREA NO. 6**

NOW, this 2<sup>nd</sup> day of March 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 April 1, 2022.

#### **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 processing, packaging, and delivery costs, container costs, ingredient costs, shrinkage and net profit and loss on sales of bulk milk and bulk cream costs, and in-store handling costs adopted by the Board in this order will replace the costs for these cost centers embodied in Official General Order (OGO) A-956 (CRO 11) and will be incorporated into the wholesale and retail prices of Class I price-controlled packaged products sold in Milk Marketing Area 6, as defined in Section B of OGO A-956.

(b) Wholesale and retail prices for Class II price-controlled packaged products sold in Milk Marketing Area No. 6 will reflect the costs adopted in this order.

(c) The rate of return for dealers is 3.4%. The rate of return to retailers is 2.7%.


**SECTION C**  
**EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-956**

All parts of Official General Order A-956 not inconsistent with Section B of this order continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

  
\_\_\_\_\_  
Robert N. Barley, Chairman

  
\_\_\_\_\_  
James A. Van Blarcom, Member

  
\_\_\_\_\_  
Kristi R. Kassimer, Consumer Member

Date: March 2, 2022

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**FINDINGS OF FACT AND CONCLUSIONS OF LAW**  
**COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 6**

I. FINDINGS OF FACT

1. On February 2, 2022, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 6.

2. Notice of the hearing was published at 51 Pennsylvania Bulletin 7389 on November 27, 2021. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1601, dated November 15, 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 6 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of DFA Dairy Brands Fluid, LLC – Sharpsville; Galliker Dairy Company; Ritchey’s Dairy, Inc.; Turner Dairy Farms, Inc.; and Valley Farms Dairy, LLC.

4. Carol Hardbarger, PhD, testified on behalf of Board Staff as an expert in milk industry statistics. Dr. Hardbarger testified that the dealer cross section was representative of the dealers doing business in Area 6. The cross section dealers accounted for 72.07 percent of sales into Area 6. Dr. Hardbarger testified that considering the top five selling products in Area 6, the cross section dealer sales were within one percentage point of all dealers selling into Area 6. Jed Davis testified on behalf of Dealers as an expert in cost accounting and milk cost accounting. Mr. Davis testified that the cross section dealers processed, packaged, and delivered most of the price-controlled milk products in Area 6. He also testified that the cross section represented dealers that deliver to supermarkets, convenience stores, schools, institutions, and small retail outlets. Based on the testimony of Dr. Hardbarger and Mr. Davis, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 6.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Both Mr. Gojsovich and Mr. Davis testified that the cross-section dealers incurred a cost of \$0.3349 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 \$0.3349 per point for processing, packaging, and delivery, and further finds that \$0.3349 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Davis 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 - \$0.0005/lb; Flavored Milk - \$0.0359/lb; Flavored Reduced Fat Milk - \$0.0403/lb; Flavored Non-Fat Milk - \$0.0325; Buttermilk - \$0.0279/lb; Egg Nog - \$0.1454/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Davis presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0009 per point between the first halves of 2020 and 2021. The Board finds that \$0.0009 per point should be used in this order.

8. Mr. Gojsovich and Mr. Davis 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 Mr. Davis 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 Mr. Davis testified that the cost of shrinkage and sales of bulk products for year 2020 was \$0.0043 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 \$0.0043 per pound.

11. Based on the concurring container costs evidence presented by Mr. Gojsovich and Mr. Davis, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.2217; Half Gallon - \$0.1812; Quart - \$0.2313; Pint - \$0.1664; Half Pint (paper) - \$0.0288; Half Pint (plastic) - \$0.0532; 12 Ounce - \$0.0367; 10 Ounce - \$0.0587; 4 Ounce - \$0.0276; Bulk Per Quart (Dispenser) - \$0.1409. Both Mr. Gojsovich and Mr. Davis 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 Mr. Davis 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 \$0.0244 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

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

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

Gallon	\$(0.1013)
Half Gallon	\$(0.0424)
Quart	\$0.1052
Pint	\$0.1319
Half Pint	\$0.0241
4 ounce	\$0.0351
Bulk (per quart)	\$(0.0260)

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

13. No party presented evidence regarding Class II products. Mr. Davis 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. Mr. Davis recommended that the dealer rate of return remain 3.4%. He testified 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. Mr. Davis also testified that maintaining the rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry.

Based on Mr. Davis's credible and uncontradicted testimony, the Board finds the dealer rate of return should remain at 3.4%.

15. An in-store handling costs hearing is pending. 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 the cost replacement process would result in the minimum retail price of a gallon of 2% milk increasing \$0.01. He explained that an increase in this range is not unusual and reflects normal year-to-year changes in various cost categories.

## II. CONCLUSIONS OF LAW

1. The February 2, 2022, cost replacement hearing for Milk Marketing Area No. 6 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 5 hearing held on February 2, 2022, is incorporated by reference in the record of this hearing.

5. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

### PENNSYLVANIA MILK MARKETING BOARD

  
\_\_\_\_\_  
Robert N. Barley, Chairman

  
\_\_\_\_\_  
James A. Van Blarcom, Member

  
\_\_\_\_\_  
Kristi R. Kassimer, Consumer Member

Date: March 2, 2022

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**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 6**

**Diesel Fuel Costs Adjustment**

Update of Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021

1. Weighted Diesel Fuel Costs - YEAR 2020	\$ 2,055,621
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>\$ 2,732,537</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021 (Line 5 - Line 1)	\$ 676,916
7. Weighted Delivery Points - YEAR 2020	<u>91,300,508</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ 0.0074</u></u>

## Footnote:

- Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.  
web address = [https://www.eia.gov/dnav/pet/pet\\_pri\\_gnd\\_dcus\\_r1y\\_w.htm](https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**Heating Fuel Costs Adjustment**

Update of Heating Fuel Costs from YEAR 2020 to AUGUST 2021

1. Weighted Heating Fuel Costs - YEAR 2020	\$	157,141
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>149,080</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1)	\$	(8,061)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020		<u>84,705,058</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<b>\$</b>	<b><u>(0.0001)</u></b>

## Footnote:

- Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.  
web address = [https://www.eia.gov/dnav/ng/ng\\_pri\\_sum\\_dcu\\_SPA\\_m.htm](https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm)



**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

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

	Class I	
Skim Rate	\$	16.92
Butterfat Rate	\$	2.1611

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B x BF Rate)	(D X SKM Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Test (%)	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	29,343,531	963,539	3.2837%	28,379,992	\$ 2,062,304	\$ 4,801,895	\$ 6,864,199	\$ 0.2346	\$ -	\$ 0.0043	\$ 0.2389
Reduced Fat (2%) Milk	28,692,408	549,165	1.9140%	28,143,243	\$ 1,186,800	\$ 4,761,837	\$ 5,948,637	\$ 0.2073	\$ 0.0001	\$ 0.0043	\$ 0.2117
Low Fat (1%) Milk	13,962,530	132,924	0.9520%	13,829,606	\$ 267,262	\$ 2,339,969	\$ 2,627,231	\$ 0.1882	\$ 0.0001	\$ 0.0043	\$ 0.1926
Non Fat (Skim) Milk	7,928,509	9,882	0.1246%	7,918,627	\$ 21,356	\$ 1,339,832	\$ 1,361,188	\$ 0.1717	\$ 0.0005	\$ 0.0043	\$ 0.1765
Flavored Milk	9,452,339	310,195	3.2817%	9,142,144	\$ 670,382	\$ 1,546,651	\$ 2,217,213	\$ 0.2346	\$ 0.0359	\$ 0.0043	\$ 0.2748
Flavored Reduced Fat Milk	6,393,804	72,217	1.1296%	6,321,587	\$ 156,068	\$ 1,069,613	\$ 1,225,681	\$ 0.1917	\$ 0.0403	\$ 0.0043	\$ 0.2363
Flavored NONFAT Milk	2,082,404	3,185	0.1529%	2,079,219	\$ 6,883	\$ 351,804	\$ 358,687	\$ 0.1722	\$ 0.0325	\$ 0.0043	\$ 0.2090
Buttermilk	350,821	3,634	1.0359%	347,187	\$ 7,853	\$ 58,744	\$ 66,597	\$ 0.1898	\$ 0.0279	\$ 0.0043	\$ 0.2220
Egg Nog	134,916	8,343	6.1836%	126,573	\$ 18,030	\$ 21,416	\$ 39,446	\$ 0.2924	\$ 0.1454	\$ 0.0043	\$ 0.4421

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**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 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)
<b>STANDARD (WHOLE) MILK</b>													
GALLON	\$ 2.0545	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.6244	\$ 0.1276	\$ 3.7520	\$ (0.5640)	\$ 0.9864	\$ 4.1744	\$ 4.1577	\$ 0.0167
1/2 GALLON	\$ 1.0273	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.8933	\$ 0.0666	\$ 1.9599	\$ (0.2820)	\$ 0.4932	\$ 2.1711	\$ 2.1473	\$ 0.0238
QUART	\$ <b>0.6138</b>	\$ <b>0.2089</b>	\$ <b>0.0120</b>	\$ <b>0.1052</b>	\$ <b>0.3349</b>	\$ <b>1.1746</b>	\$ <b>0.0413</b>	\$ <b>1.2159</b>	\$ <b>(0.1410)</b>	\$ <b>0.2466</b>	\$ <b>1.3215</b>	\$ <b>1.3352</b>	\$ <b>(0.0137)</b>
PINT	\$ 0.2968	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7362	\$ 0.0259	\$ 0.7621	\$ (0.0705)	\$ 0.1233	\$ 0.8149	\$ 0.8038	\$ 0.0111
12 OUNCE	\$ 0.1926	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3594	\$ 0.0126	\$ 0.3720	\$ (0.0529)	\$ 0.0925	\$ 0.4116	\$ 0.4112	\$ 0.0004
10 OUNCE	\$ 0.1605	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3277	\$ 0.0115	\$ 0.3392	\$ (0.0441)	\$ 0.0771	\$ 0.3722	\$ 0.3717	\$ 0.0005
1/2 PINT	\$ 0.1284	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2696	\$ 0.0095	\$ 0.2791	\$ (0.0353)	\$ 0.0617	\$ 0.3055	\$ 0.3044	\$ 0.0011
4 OUNCE	\$ 0.0642	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1707	\$ 0.0060	\$ 0.1767	\$ (0.0177)	\$ 0.0309	\$ 0.1899	\$ 0.1873	\$ 0.0026
Bulk per Quart	\$ 0.5136	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.5772	\$ 0.0344	\$ 1.0116	\$ (0.1410)	\$ 0.2466	\$ 1.1172	\$ 1.1496	\$ (0.0324)
<b>REDUCED FAT (2%) MILK</b>													
GALLON	\$ 1.8249	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.3948	\$ 0.1195	\$ 3.5143	\$ (0.5640)	\$ 0.9864	\$ 3.9367	\$ 3.9226	\$ 0.0141
1/2 GALLON	\$ 0.9124	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.7784	\$ 0.0626	\$ 1.8410	\$ (0.2820)	\$ 0.4932	\$ 2.0522	\$ 2.0298	\$ 0.0224
QUART	\$ 0.4562	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.1172	\$ 0.0393	\$ 1.1565	\$ (0.1410)	\$ 0.2466	\$ 1.2621	\$ 1.2764	\$ (0.0143)
PINT	\$ 0.2281	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7075	\$ 0.0249	\$ 0.7324	\$ (0.0705)	\$ 0.1233	\$ 0.7852	\$ 0.7744	\$ 0.0108
12 OUNCE	\$ 0.1707	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3375	\$ 0.0119	\$ 0.3494	\$ (0.0529)	\$ 0.0925	\$ 0.3890	\$ 0.3891	\$ (0.0001)
10 OUNCE	\$ 0.1426	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3098	\$ 0.0109	\$ 0.3207	\$ (0.0441)	\$ 0.0771	\$ 0.3537	\$ 0.3534	\$ 0.0003
1/2 PINT	\$ 0.1141	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2553	\$ 0.0090	\$ 0.2643	\$ (0.0353)	\$ 0.0617	\$ 0.2907	\$ 0.2897	\$ 0.0010
4 OUNCE	\$ 0.0570	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1635	\$ 0.0068	\$ 0.1693	\$ (0.0177)	\$ 0.0309	\$ 0.1825	\$ 0.1800	\$ 0.0025
Bulk per Quart	\$ 0.4562	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.9198	\$ 0.0324	\$ 0.9522	\$ (0.1410)	\$ 0.2466	\$ 1.0578	\$ 1.0908	\$ (0.0330)
<b>LOWFAT (1%) MILK</b>													
GALLON	\$ 1.6802	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.2301	\$ 0.1137	\$ 3.3438	\$ (0.5640)	\$ 0.9864	\$ 3.7662	\$ 3.7459	\$ 0.0203
1/2 GALLON	\$ 0.8301	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.6961	\$ 0.0597	\$ 1.7558	\$ (0.2820)	\$ 0.4932	\$ 1.9670	\$ 1.9415	\$ 0.0255
QUART	\$ 0.4151	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.0761	\$ 0.0379	\$ 1.1140	\$ (0.1410)	\$ 0.2466	\$ 1.2196	\$ 1.2322	\$ (0.0126)
PINT	\$ 0.2075	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.6869	\$ 0.0242	\$ 0.7111	\$ (0.0705)	\$ 0.1233	\$ 0.7639	\$ 0.7524	\$ 0.0115
12 OUNCE	\$ 0.1556	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3224	\$ 0.0113	\$ 0.3337	\$ (0.0529)	\$ 0.0925	\$ 0.3733	\$ 0.3725	\$ 0.0008
10 OUNCE	\$ 0.1297	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.2969	\$ 0.0104	\$ 0.3073	\$ (0.0441)	\$ 0.0771	\$ 0.3403	\$ 0.3395	\$ 0.0008
1/2 PINT	\$ 0.1038	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2450	\$ 0.0086	\$ 0.2536	\$ (0.0353)	\$ 0.0617	\$ 0.2800	\$ 0.2786	\$ 0.0014
4 OUNCE	\$ 0.0519	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1584	\$ 0.0056	\$ 0.1640	\$ (0.0177)	\$ 0.0309	\$ 0.1772	\$ 0.1745	\$ 0.0027
Bulk per Quart	\$ 0.4151	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.8787	\$ 0.0309	\$ 0.9096	\$ (0.1410)	\$ 0.2466	\$ 1.0152	\$ 1.0466	\$ (0.0314)
<b>NONFAT (SKIM) MILK</b>													
GALLON	\$ 1.5232	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.0931	\$ 0.1089	\$ 3.2020	\$ (0.5640)	\$ 0.9864	\$ 3.6244	\$ 3.6041	\$ 0.0203
1/2 GALLON	\$ 0.7616	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.6276	\$ 0.0573	\$ 1.6849	\$ (0.2820)	\$ 0.4932	\$ 1.8951	\$ 1.8706	\$ 0.0255
QUART	\$ 0.3808	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.0418	\$ 0.0367	\$ 1.0785	\$ (0.1410)	\$ 0.2466	\$ 1.1841	\$ 1.1968	\$ (0.0127)
PINT	\$ 0.1904	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.6698	\$ 0.0236	\$ 0.6934	\$ (0.0705)	\$ 0.1233	\$ 0.7462	\$ 0.7346	\$ 0.0116
12 OUNCE	\$ 0.1428	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3096	\$ 0.0109	\$ 0.3205	\$ (0.0529)	\$ 0.0925	\$ 0.3601	\$ 0.3593	\$ 0.0008
10 OUNCE	\$ 0.1190	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.2862	\$ 0.0101	\$ 0.2963	\$ (0.0441)	\$ 0.0771	\$ 0.3293	\$ 0.3284	\$ 0.0009
1/2 PINT	\$ 0.0952	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2364	\$ 0.0083	\$ 0.2447	\$ (0.0353)	\$ 0.0617	\$ 0.2711	\$ 0.2698	\$ 0.0013
4 OUNCE	\$ 0.0476	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1541	\$ 0.0054	\$ 0.1595	\$ (0.0177)	\$ 0.0309	\$ 0.1727	\$ 0.1700	\$ 0.0027
Bulk per Quart	\$ 0.3808	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.8444	\$ 0.0297	\$ 0.8741	\$ (0.1410)	\$ 0.2466	\$ 0.9797	\$ 1.0112	\$ (0.0315)

Footnote:  
1. per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0038 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 6**

**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 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.1984	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.7683	\$ 0.1326	\$ 3.9009	\$ (0.5640)	\$ 0.9864	\$ 4.3233	\$ 4.3011	\$ 0.0222
	1/2 GALLON	\$ 1.0992	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.9652	\$ 0.0692	\$ 2.0344	\$ (0.2820)	\$ 0.4932	\$ 2.2456	\$ 2.2191	\$ 0.0265
	QUART	\$ 0.5498	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.2106	\$ 0.0426	\$ 1.2532	\$ (0.1410)	\$ 0.2466	\$ 1.3568	\$ 1.3710	\$ (0.0122)
	PINT	\$ 0.2748	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7542	\$ 0.0265	\$ 0.7807	\$ (0.0705)	\$ 0.1233	\$ 0.6335	\$ 0.8217	\$ 0.0118
	12 OUNCE	\$ 0.2061	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3729	\$ 0.0131	\$ 0.3860	\$ (0.0529)	\$ 0.0925	\$ 0.4256	\$ 0.4246	\$ 0.0010
	10 OUNCE	\$ 0.1718	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3390	\$ 0.0119	\$ 0.3509	\$ (0.0441)	\$ 0.0771	\$ 0.3839	\$ 0.3829	\$ 0.0010
	1/2 PINT	\$ 0.1374	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2786	\$ 0.0096	\$ 0.2884	\$ (0.0353)	\$ 0.0617	\$ 0.3148	\$ 0.3134	\$ 0.0014
	4 OUNCE	\$ 0.0687	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1752	\$ 0.0062	\$ 0.1814	\$ (0.0177)	\$ 0.0309	\$ 0.1946	\$ 0.1919	\$ 0.0027
	Bulk per Quart	\$ 0.5496	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 1.0132	\$ 0.0357	\$ 1.0489	\$ (0.1410)	\$ 0.2466	\$ 1.1545	\$ 1.1854	\$ (0.0309)
	FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8904	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.4603	\$ 0.1218	\$ 3.5821	\$ (0.5640)	\$ 0.9864	\$ 4.0045	\$ 3.9690
1/2 GALLON		\$ 0.9452	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.8112	\$ 0.0637	\$ 1.8749	\$ (0.2820)	\$ 0.4932	\$ 2.0681	\$ 2.0530	\$ 0.0331
QUART		\$ 0.4726	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.1336	\$ 0.0399	\$ 1.1735	\$ (0.1410)	\$ 0.2466	\$ 1.2791	\$ 1.2880	\$ (0.0089)
PINT		\$ 0.2363	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7157	\$ 0.0252	\$ 0.7409	\$ (0.0705)	\$ 0.1233	\$ 0.7937	\$ 0.7802	\$ 0.0135
12 OUNCE		\$ 0.1772	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3440	\$ 0.0121	\$ 0.3561	\$ (0.0529)	\$ 0.0925	\$ 0.3957	\$ 0.3935	\$ 0.0022
10 OUNCE		\$ 0.1477	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3149	\$ 0.0111	\$ 0.3260	\$ (0.0441)	\$ 0.0771	\$ 0.3590	\$ 0.3570	\$ 0.0020
1/2 PINT		\$ 0.1182	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2594	\$ 0.0091	\$ 0.2685	\$ (0.0353)	\$ 0.0617	\$ 0.2949	\$ 0.2925	\$ 0.0024
4 OUNCE		\$ 0.0591	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1656	\$ 0.0058	\$ 0.1714	\$ (0.0177)	\$ 0.0309	\$ 0.1846	\$ 0.1815	\$ 0.0031
Bulk per Quart		\$ 0.4726	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.9362	\$ 0.0330	\$ 0.9692	\$ (0.1410)	\$ 0.2466	\$ 1.0748	\$ 1.1024	\$ (0.0276)
FLAVORED NONFAT MILK		GALLON	\$ 1.6720	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.2419	\$ 0.1141	\$ 3.3560	\$ (0.5640)	\$ 0.9864	\$ 3.7784	\$ 3.7735
	1/2 GALLON	\$ 0.8360	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.7020	\$ 0.0599	\$ 1.7619	\$ (0.2820)	\$ 0.4932	\$ 1.9731	\$ 1.9553	\$ 0.0178
	QUART	\$ 0.4180	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.0790	\$ 0.0380	\$ 1.1170	\$ (0.1410)	\$ 0.2466	\$ 1.2226	\$ 1.2391	\$ (0.0165)
	PINT	\$ 0.2090	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.6884	\$ 0.0242	\$ 0.7126	\$ (0.0705)	\$ 0.1233	\$ 0.7654	\$ 0.7558	\$ 0.0096
	12 OUNCE	\$ 0.1568	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3236	\$ 0.0114	\$ 0.3350	\$ (0.0529)	\$ 0.0925	\$ 0.3746	\$ 0.3752	\$ (0.0006)
	10 OUNCE	\$ 0.1306	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.2978	\$ 0.0105	\$ 0.3083	\$ (0.0441)	\$ 0.0771	\$ 0.3413	\$ 0.3417	\$ (0.0004)
	1/2 PINT	\$ 0.1045	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2457	\$ 0.0086	\$ 0.2543	\$ (0.0353)	\$ 0.0617	\$ 0.2807	\$ 0.2803	\$ 0.0004
	4 OUNCE	\$ 0.0523	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1588	\$ 0.0056	\$ 0.1644	\$ (0.0177)	\$ 0.0309	\$ 0.1776	\$ 0.1754	\$ 0.0022
	Bulk per Quart	\$ 0.4180	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.8616	\$ 0.0310	\$ 0.9126	\$ (0.1410)	\$ 0.2466	\$ 1.0182	\$ 1.0535	\$ (0.0353)
	BUTTERMILK	GALLON	\$ 1.9136	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.4835	\$ 0.1226	\$ 3.6061	\$ (0.5640)	\$ 0.9864	\$ 4.0285	\$ 4.1181
1/2 GALLON		\$ 0.9568	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.8228	\$ 0.0642	\$ 1.8870	\$ (0.2820)	\$ 0.4932	\$ 2.0982	\$ 2.1276	\$ (0.0294)
QUART		\$ 0.4784	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.1394	\$ 0.0401	\$ 1.1795	\$ (0.1410)	\$ 0.2466	\$ 1.2851	\$ 1.3253	\$ (0.0402)
PINT		\$ 0.2392	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7186	\$ 0.0253	\$ 0.7439	\$ (0.0705)	\$ 0.1233	\$ 0.7967	\$ 0.7989	\$ (0.0022)
12 OUNCE		\$ 0.1794	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3462	\$ 0.0122	\$ 0.3584	\$ (0.0529)	\$ 0.0925	\$ 0.3980	\$ 0.4074	\$ (0.0094)
10 OUNCE		\$ 0.1495	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3167	\$ 0.0111	\$ 0.3278	\$ (0.0441)	\$ 0.0771	\$ 0.3608	\$ 0.3686	\$ (0.0078)
1/2 PINT		\$ 0.1196	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2608	\$ 0.0092	\$ 0.2700	\$ (0.0353)	\$ 0.0617	\$ 0.2964	\$ 0.3019	\$ (0.0055)
4 OUNCE		\$ 0.0598	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1663	\$ 0.0059	\$ 0.1722	\$ (0.0177)	\$ 0.0309	\$ 0.1854	\$ 0.1861	\$ (0.0007)
Bulk per Quart		\$ 0.4784	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.9420	\$ 0.0332	\$ 0.9752	\$ (0.1410)	\$ 0.2466	\$ 1.0608	\$ 1.1297	\$ (0.0689)

Footnote:  
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0038 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**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 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 3.5368	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 5.1067	\$ 0.1797	\$ 5.2864	\$ (0.5640)	\$ 0.9864	\$ 5.7088	\$ 5.8713	\$ (0.1625)
	1/2 GALLON	\$ 1.7684	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 2.5344	\$ 0.0927	\$ 2.7271	\$ (0.2820)	\$ 0.4932	\$ 2.9383	\$ 3.0042	\$ (0.0659)
	QUART	\$ 0.8842	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.5452	\$ 0.0544	\$ 1.5996	\$ (0.1410)	\$ 0.2466	\$ 1.7052	\$ 1.7636	\$ (0.0584)
	PINT	\$ 0.4421	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.9215	\$ 0.0324	\$ 0.9539	\$ (0.0705)	\$ 0.1233	\$ 1.0067	\$ 1.0160	\$ (0.0113)
	12 OUNCE	\$ 0.3316	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.4984	\$ 0.0175	\$ 0.5159	\$ (0.0529)	\$ 0.0925	\$ 0.5555	\$ 0.5718	\$ (0.0163)
	10 OUNCE	\$ 0.2763	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.4435	\$ 0.0156	\$ 0.4591	\$ (0.0441)	\$ 0.0771	\$ 0.4921	\$ 0.5056	\$ (0.0135)
	1/2 PINT	\$ 0.2211	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.3623	\$ 0.0128	\$ 0.3751	\$ (0.0353)	\$ 0.0617	\$ 0.4015	\$ 0.4115	\$ (0.0100)
	4 OUNCE	\$ 0.1105	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.2170	\$ 0.0076	\$ 0.2246	\$ (0.0177)	\$ 0.0309	\$ 0.2378	\$ 0.2409	\$ (0.0031)
	Bulk per Quart	\$ 0.8842	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 1.3478	\$ 0.0474	\$ 1.3952	\$ (0.1410)	\$ 0.2466	\$ 1.5008	\$ 1.5780	\$ (0.0772)

Footnote:  
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0038 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1608	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.1744	\$ (0.5218)	\$ 0.6432	\$ 0.1192	\$ 4.42	\$ 4.40	\$ 0.02
	1/2 GALLON	\$ 2.1711	\$ (0.2714)	\$ 0.3216	\$ 0.0616	\$ 2.28	\$ 2.26	\$ 0.02
	QUART	\$ <b>1.3215</b>	\$ <b>(0.1652)</b>	\$ <b>0.1608</b>	\$ <b>0.0366</b>	\$ <b>1.36</b>	\$ <b>1.37</b>	\$ <b>(0.02)</b>
	PINT	\$ 0.8149	\$ (0.1019)	\$ 0.0804	\$ 0.0220	\$ 0.82	\$ 0.81	\$ 0.01
	12 OUNCE	\$ 0.4116	\$ (0.0515)	\$ 0.0603	\$ 0.0117	\$ 0.43	\$ 0.43	\$ -
	10 OUNCE	\$ 0.3722	\$ (0.0465)	\$ 0.0503	\$ 0.0104	\$ 0.39	\$ 0.39	\$ -
	1/2 PINT	\$ 0.3055	\$ (0.0382)	\$ 0.0402	\$ 0.0085	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1899	\$ (0.0237)	\$ 0.0201	\$ 0.0052	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1172	\$ (0.1397)	\$ 0.1608	\$ 0.0316	\$ 1.17	\$ 1.20	\$ (0.03)
	REDUCED FAT (2%) MILK	GALLON	\$ 3.9367	\$ (0.4921)	\$ 0.6432	\$ 0.1134	\$ 4.20	\$ 4.19
1/2 GALLON		\$ 2.0522	\$ (0.2566)	\$ 0.3216	\$ 0.0588	\$ 2.18	\$ 2.16	\$ 0.02
QUART		\$ 1.2621	\$ (0.1578)	\$ 0.1608	\$ 0.0351	\$ 1.30	\$ 1.31	\$ (0.01)
PINT		\$ 0.7852	\$ (0.0982)	\$ 0.0804	\$ 0.0213	\$ 0.79	\$ 0.78	\$ 0.01
12 OUNCE		\$ 0.3890	\$ (0.0486)	\$ 0.0603	\$ 0.0111	\$ 0.41	\$ 0.41	\$ -
10 OUNCE		\$ 0.3537	\$ (0.0442)	\$ 0.0503	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
1/2 PINT		\$ 0.2907	\$ (0.0363)	\$ 0.0402	\$ 0.0082	\$ 0.30	\$ 0.30	\$ -
4 OUNCE		\$ 0.1825	\$ (0.0228)	\$ 0.0201	\$ 0.0050	\$ 0.19	\$ 0.19	\$ -
Bulk per Quart		\$ 1.0578	\$ (0.1322)	\$ 0.1608	\$ 0.0301	\$ 1.12	\$ 1.15	\$ (0.03)
LOWFAT (1%) MILK		GALLON	\$ 3.7662	\$ (0.4708)	\$ 0.6432	\$ 0.1093	\$ 4.05	\$ 4.03
	1/2 GALLON	\$ 1.9670	\$ (0.2459)	\$ 0.3216	\$ 0.0567	\$ 2.10	\$ 2.08	\$ 0.02
	QUART	\$ 1.2196	\$ (0.1525)	\$ 0.1608	\$ 0.0341	\$ 1.26	\$ 1.27	\$ (0.01)
	PINT	\$ 0.7639	\$ (0.0955)	\$ 0.0804	\$ 0.0208	\$ 0.77	\$ 0.76	\$ 0.01
	12 OUNCE	\$ 0.3733	\$ (0.0467)	\$ 0.0603	\$ 0.0107	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3403	\$ (0.0425)	\$ 0.0503	\$ 0.0097	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2800	\$ (0.0350)	\$ 0.0402	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1772	\$ (0.0222)	\$ 0.0201	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0152	\$ (0.1269)	\$ 0.1608	\$ 0.0291	\$ 1.08	\$ 1.11	\$ (0.03)
	NONFAT (SKIM) MILK	GALLON	\$ 3.6244	\$ (0.4531)	\$ 0.6432	\$ 0.1058	\$ 3.92	\$ 3.90
1/2 GALLON		\$ 1.8961	\$ (0.2370)	\$ 0.3216	\$ 0.0550	\$ 2.04	\$ 2.01	\$ 0.03
QUART		\$ 1.1841	\$ (0.1480)	\$ 0.1608	\$ 0.0332	\$ 1.23	\$ 1.24	\$ (0.01)
PINT		\$ 0.7462	\$ (0.0933)	\$ 0.0804	\$ 0.0203	\$ 0.75	\$ 0.74	\$ 0.01
12 OUNCE		\$ 0.3601	\$ (0.0450)	\$ 0.0603	\$ 0.0104	\$ 0.39	\$ 0.39	\$ -
10 OUNCE		\$ 0.3293	\$ (0.0412)	\$ 0.0503	\$ 0.0094	\$ 0.35	\$ 0.35	\$ -
1/2 PINT		\$ 0.2711	\$ (0.0339)	\$ 0.0402	\$ 0.0077	\$ 0.29	\$ 0.28	\$ 0.01
4 OUNCE		\$ 0.1727	\$ (0.0218)	\$ 0.0201	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
Bulk per Quart		\$ 0.9797	\$ (0.1225)	\$ 0.1608	\$ 0.0282	\$ 1.05	\$ 1.07	\$ (0.02)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 MILK PRICES**

Container Size	A	B	C	D	E	F	G	
	EX. 11 Proposed Wholesale Price	12.6% Deepest Discount	In-Store Handling \$ 0.1608	2.7% Store Profit	(A+B+C+D) Proposed Retail Price	Current Retail Price	(E - F) Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3233	\$ (0.5404)	\$ 0.6432	\$ 0.1228	\$ 4.55	\$ 4.53	\$ 0.02
	1/2 GALLON	\$ 2.2456	\$ (0.2807)	\$ 0.3216	\$ 0.0634	\$ 2.35	\$ 2.33	\$ 0.02
	QUART	\$ 1.3589	\$ (0.1699)	\$ 0.1608	\$ 0.0375	\$ 1.39	\$ 1.40	\$ (0.01)
	PINT	\$ 0.8325	\$ (0.1042)	\$ 0.0804	\$ 0.0225	\$ 0.84	\$ 0.83	\$ 0.01
	12 OUNCE	\$ 0.4256	\$ (0.0532)	\$ 0.0603	\$ 0.0120	\$ 0.44	\$ 0.44	\$ -
	10 OUNCE	\$ 0.3839	\$ (0.0480)	\$ 0.0503	\$ 0.0107	\$ 0.40	\$ 0.40	\$ -
	1/2 PINT	\$ 0.3148	\$ (0.0394)	\$ 0.0402	\$ 0.0088	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1946	\$ (0.0243)	\$ 0.0201	\$ 0.0053	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.1545	\$ (0.1443)	\$ 0.1608	\$ 0.0325	\$ 1.20	\$ 1.23	\$ (0.03)
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.0045	\$ (0.5006)	\$ 0.6432	\$ 0.1151	\$ 4.26	\$ 4.23	\$ 0.03
	1/2 GALLON	\$ 2.0861	\$ (0.2608)	\$ 0.3216	\$ 0.0596	\$ 2.21	\$ 2.18	\$ 0.03
	QUART	\$ 1.2791	\$ (0.1599)	\$ 0.1608	\$ 0.0355	\$ 1.32	\$ 1.32	\$ -
	PINT	\$ 0.7937	\$ (0.0992)	\$ 0.0804	\$ 0.0215	\$ 0.80	\$ 0.79	\$ 0.01
	12 OUNCE	\$ 0.3957	\$ (0.0495)	\$ 0.0603	\$ 0.0113	\$ 0.42	\$ 0.42	\$ -
	10 OUNCE	\$ 0.3580	\$ (0.0449)	\$ 0.0503	\$ 0.0101	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2949	\$ (0.0369)	\$ 0.0402	\$ 0.0083	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1846	\$ (0.0231)	\$ 0.0201	\$ 0.0050	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.0748	\$ (0.1344)	\$ 0.1608	\$ 0.0306	\$ 1.13	\$ 1.16	\$ (0.03)
FLAVORED NONFAT MILK	GALLON	\$ 3.7784	\$ (0.4723)	\$ 0.6432	\$ 0.1096	\$ 4.06	\$ 4.05	\$ 0.01
	1/2 GALLON	\$ 1.9731	\$ (0.2466)	\$ 0.3216	\$ 0.0568	\$ 2.10	\$ 2.09	\$ 0.01
	QUART	\$ 1.2226	\$ (0.1528)	\$ 0.1608	\$ 0.0341	\$ 1.26	\$ 1.28	\$ (0.02)
	PINT	\$ 0.7654	\$ (0.0957)	\$ 0.0804	\$ 0.0208	\$ 0.77	\$ 0.76	\$ 0.01
	12 OUNCE	\$ 0.3746	\$ (0.0466)	\$ 0.0603	\$ 0.0108	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3413	\$ (0.0427)	\$ 0.0503	\$ 0.0097	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2807	\$ (0.0351)	\$ 0.0402	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1776	\$ (0.0222)	\$ 0.0201	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0182	\$ (0.1273)	\$ 0.1608	\$ 0.0292	\$ 1.08	\$ 1.11	\$ (0.03)
BUTTERMILK	GALLON	\$ 4.0285	\$ (0.5036)	\$ 0.6432	\$ 0.1157	\$ 4.28	\$ 4.36	\$ (0.08)
	1/2 GALLON	\$ 2.0982	\$ (0.2623)	\$ 0.3216	\$ 0.0599	\$ 2.22	\$ 2.24	\$ (0.02)
	QUART	\$ 1.2851	\$ (0.1608)	\$ 0.1608	\$ 0.0357	\$ 1.32	\$ 1.36	\$ (0.04)
	PINT	\$ 0.7967	\$ (0.0996)	\$ 0.0804	\$ 0.0216	\$ 0.80	\$ 0.80	\$ -
	12 OUNCE	\$ 0.3980	\$ (0.0498)	\$ 0.0603	\$ 0.0113	\$ 0.42	\$ 0.43	\$ (0.01)
	10 OUNCE	\$ 0.3608	\$ (0.0451)	\$ 0.0503	\$ 0.0102	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.2964	\$ (0.0371)	\$ 0.0402	\$ 0.0083	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1854	\$ (0.0232)	\$ 0.0201	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.0808	\$ (0.1351)	\$ 0.1608	\$ 0.0307	\$ 1.14	\$ 1.19	\$ (0.05)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1608	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOS	GALLON	\$ 5.7088	\$ (0.7136)	\$ 0.6432	\$ 0.1565	\$ 5.79	\$ 5.94	\$ (0.15)
	1/2 GALLON	\$ 2.9383	\$ (0.3673)	\$ 0.3216	\$ 0.0803	\$ 2.97	\$ 3.03	\$ (0.06)
	QUART	\$ 1.7052	\$ (0.2132)	\$ 0.1608	\$ 0.0459	\$ 1.72	\$ 1.77	\$ (0.05)
	PINT	\$ 1.0067	\$ (0.1258)	\$ 0.0804	\$ 0.0267	\$ 1.02	\$ 1.03	\$ (0.01)
	12 OUNCE	\$ 0.5555	\$ (0.0694)	\$ 0.0603	\$ 0.0152	\$ 0.56	\$ 0.58	\$ (0.02)
	10 OUNCE	\$ 0.4921	\$ (0.0615)	\$ 0.0503	\$ 0.0133	\$ 0.50	\$ 0.51	\$ (0.01)
	1/2 PINT	\$ 0.4015	\$ (0.0502)	\$ 0.0402	\$ 0.0109	\$ 0.41	\$ 0.42	\$ (0.01)
	4 OUNCE	\$ 0.2378	\$ (0.0297)	\$ 0.0201	\$ 0.0063	\$ 0.25	\$ 0.25	\$ -
	Bulk per Quart	\$ 1.5008	\$ (0.1876)	\$ 0.1608	\$ 0.0409	\$ 1.51	\$ 1.58	\$ (0.07)

