



**Commonwealth of Pennsylvania**  
Milk Marketing Board  
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Official General  
Order No. A-993 (CRO 6)

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

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**COST REPLACEMENT ORDER FOR THE  
SOUTHEASTERN MILK MARKETING AREA, AREA 1**

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 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 for these cost centers embodied in Official General Order (OGO) A-993 (CRO 5) and will be incorporated into the wholesale and retail prices of price-controlled packaged products sold in Milk Marketing Area 1, as defined in Section B of OGO A-993.
- (b) The rate of return for dealers is 3.5%.
- (c) The rate of return to retailers is 2.5%.

**SECTION C**  
**EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-993**

All parts of Official General Order A-993 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



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Kristi R. Kassimer, Consumer Member

Date: April 6, 2022

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**FINDINGS OF FACT AND CONCLUSIONS OF LAW**  
**COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 1**  
**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. 1.

2. Notice of the hearing was published at 51 Pennsylvania Bulletin 7963 on December 18, 2021. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1602, 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 1 Milk Dealers (“Dealers”), the only parties to present dealer cost information, consisted of Clover Farms Dairy Company; DFA Dairy Brands Fluid, LLC – Lansdale; Valley Farms Dairy, LLC; Wawa Beverage Company, and Milk Industry Management Corporation t/a Balford Farms.

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 1. Dr. Hardbarger testified that the cross-section dealers accounted for 78.1% of the sales in Area 1. Dr. Hardbarger also testified that the sales by product for the cross-section dealers were close to the same as for all dealers in Area 1. 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 1.

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 \$0.3525 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 \$0.3525 per point for processing, packaging, and delivery, and further finds that \$0.3525 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 20320 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0002/lb; Low Fat Milk - \$0.0002/lb; Non-Fat Milk - \$0.0003/lb; Flavored Milk - \$0.0365/lb; Flavored Reduced Fat Milk - \$0.0449/lb; Flavored Non-Fat Milk - \$0.0337/lb; Buttermilk - \$0.0048/lb; Egg Nog - \$0.1135/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Ms. Albright presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$(0.0084) per point between the first halves of 2020 and 2021. The Board finds that \$(0.0084) 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 \$0.0076 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 \$0.0076 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 - \$0.2172; Half Gallon - \$0.1627; Quart - \$0.1438; Pint - \$0.0999; Half Pint (paper) - \$0.0251; Half Pint (plastic) - \$0.0659; 12 Ounce - \$0.0361; 10 Ounce - \$0.0301; 4 Ounce - \$0.0243; Bulk Per Quart (Dispenser) - \$0.0723. 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 \$0.0408 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 cost centers, Mr. Gojsovich and Ms. Albright arrived at the following container efficiency adjustments:

Gallon	\$(0.0805)
Half Gallon	\$(0.0421)
Quart	\$0.0424
Pint	\$0.0705
Half Pint	\$0.0215
4 ounce	\$0.0326
Bulk (per quart)	\$0.1227

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 offered rate of return evidence.

Based on Ms. Albright's testimony the Board finds the rate of return should remain at 3.5%.

16. 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 2.5% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

II. CONCLUSIONS OF LAW

1. The March 2, 2022, cost replacement hearing for Milk Marketing Area No. 1 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



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Kristi R. Kassimer, Consumer Member

Date: April 6, 2022

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# PENNSYLVANIA MILK MARKETING BOARD

## MILK MARKETING AREA 1

### Diesel Fuel Costs Adjustment

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

1. Weighted Diesel Fuel Costs - YEAR 2020	\$	1,249,772
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>1,661,315</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021    (Line 5 - Line 1)	\$	411,543
7. Weighted Delivery Points - YEAR 2020		<u>147,748,856</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point    (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>0.0028</u></b>

Footnote:

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

# PENNSYLVANIA MILK MARKETING BOARD

## MILK MARKETING AREA 1

### Heating Fuel Costs Adjustment

#### Update of Heating Fuel Costs from YEAR 2020 to AUGUST 2021

1. Weighted Heating Fuel Costs - YEAR 2020	\$	134,636
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>127,729</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1)	\$	(6,907)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020		<u>120,284,491</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>(0.0001)</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 1**

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

	Class I
Skim Rate	\$ 16.99
Butterfat Rate	\$ 2.1618

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
<b>Class 1</b>											
Standard (Whole) Milk	67,016,316	2,200,701	3.2838%	64,815,615	\$ 4,757,475	\$ 11,012,173	\$ 15,769,648	\$ 0.2353	\$ -	\$ 0.0076	\$ <b>0.2429</b>
Reduced Fat (2%) Milk	44,626,737	871,434	1.9527%	43,755,303	\$ 1,883,866	\$ 7,434,026	\$ 9,317,892	\$ 0.2088	\$ 0.0002	\$ 0.0076	\$ <b>0.2166</b>
Low Fat (1%) Milk	23,350,303	225,528	0.9658%	23,124,775	\$ 487,546	\$ 3,928,899	\$ 4,416,445	\$ 0.1891	\$ 0.0002	\$ 0.0076	\$ <b>0.1969</b>
Non Fat (Skim) Milk	12,429,025	12,882	0.1036%	12,416,143	\$ 27,848	\$ 2,109,503	\$ 2,137,351	\$ 0.1720	\$ 0.0003	\$ 0.0076	\$ <b>0.1799</b>
Flavored Milk	942,050	30,611	3.2494%	911,439	\$ 66,175	\$ 154,853	\$ 221,028	\$ 0.2346	\$ 0.0365	\$ 0.0076	\$ <b>0.2787</b>
Flavored Reduced Fat Milk	7,720,968	70,411	0.9119%	7,650,557	\$ 152,214	\$ 1,299,830	\$ 1,452,044	\$ 0.1881	\$ 0.0449	\$ 0.0076	\$ <b>0.2406</b>
Flavored NONFAT Milk	5,614,352	5,141	0.0916%	5,609,211	\$ 11,114	\$ 953,005	\$ 964,119	\$ 0.1717	\$ 0.0337	\$ 0.0076	\$ <b>0.2130</b>
Buttermilk	1,036,289	20,495	1.9777%	1,015,794	\$ 44,306	\$ 172,583	\$ 216,889	\$ 0.2093	\$ 0.0048	\$ 0.0076	\$ <b>0.2217</b>
Egg Nog	135,021	9,505	7.0396%	125,516	\$ 20,548	\$ 21,325	\$ 41,873	\$ 0.3101	\$ 0.1135	\$ 0.0076	\$ <b>0.4312</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 1**

**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	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0889	\$ 0.2660	\$ (0.0172)	\$ (0.0805)	\$ 1.4100	\$ 3.6672	\$ 0.1330	\$ 3.8002	\$ (0.5068)	\$ 1.0552	\$ 4.3486	\$ 4.3322	\$ 0.0164
	1/2 GALLON	\$ 1.0445	\$ 0.1954	\$ (0.0086)	\$ (0.0421)	\$ 0.7050	\$ 1.8942	\$ 0.0687	\$ 1.9629	\$ (0.2534)	\$ 0.5276	\$ 2.2371	\$ 2.2151	\$ 0.0220
	QUART	\$ <b>0.5222</b>	\$ <b>0.1816</b>	\$ <b>(0.0043)</b>	\$ <b>0.0424</b>	\$ <b>0.3525</b>	\$ <b>1.0944</b>	\$ <b>0.0397</b>	\$ <b>1.1341</b>	\$ <b>(0.1267)</b>	\$ <b>0.2638</b>	\$ <b>1.2712</b>	\$ <b>1.2502</b>	\$ <b>0.0210</b>
	PINT	\$ 0.2611	\$ 0.1177	\$ (0.0022)	\$ 0.0705	\$ 0.1763	\$ 0.6234	\$ 0.0226	\$ 0.6460	\$ (0.0634)	\$ 0.1319	\$ 0.7145	\$ 0.6944	\$ 0.0201
	12 OUNCE	\$ 0.1958	\$ 0.0361	\$ (0.0016)	\$ -	\$ 0.1322	\$ 0.3625	\$ 0.0131	\$ 0.3756	\$ (0.0475)	\$ 0.0989	\$ 0.4270	\$ 0.4247	\$ 0.0023
	10 OUNCE	\$ 0.1632	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1102	\$ 0.3022	\$ 0.0110	\$ 0.3132	\$ (0.0396)	\$ 0.0824	\$ 0.3560	\$ 0.3539	\$ 0.0021
	1/2 PINT	\$ 0.1306	\$ 0.0257	\$ (0.0011)	\$ 0.0215	\$ 0.0881	\$ 0.2648	\$ 0.0096	\$ 0.2744	\$ (0.0317)	\$ 0.0660	\$ 0.3087	\$ 0.3054	\$ 0.0033
	4 OUNCE	\$ 0.0653	\$ 0.0247	\$ (0.0005)	\$ 0.0326	\$ 0.0441	\$ 0.1662	\$ 0.0060	\$ 0.1722	\$ (0.0158)	\$ 0.0330	\$ 0.1894	\$ 0.1785	\$ 0.0109
	Bulk per Quart	\$ 0.5222	\$ 0.0732	\$ (0.0043)	\$ 0.1227	\$ 0.3525	\$ 1.0663	\$ 0.0387	\$ 1.1050	\$ (0.1267)	\$ 0.2638	\$ 1.2421	\$ 1.2124	\$ 0.0297
REDUCED FAT (2%) MILK	GALLON	\$ 1.8671	\$ 0.2660	\$ (0.0172)	\$ (0.0805)	\$ 1.4100	\$ 3.4454	\$ 0.1250	\$ 3.5704	\$ (0.5068)	\$ 1.0552	\$ 4.1188	\$ 4.1031	\$ 0.0157
	1/2 GALLON	\$ 0.9335	\$ 0.1954	\$ (0.0086)	\$ (0.0421)	\$ 0.7050	\$ 1.7832	\$ 0.0647	\$ 1.8479	\$ (0.2534)	\$ 0.5276	\$ 2.1221	\$ 2.1006	\$ 0.0215
	QUART	\$ 0.4668	\$ 0.1816	\$ (0.0043)	\$ 0.0424	\$ 0.3525	\$ 1.0390	\$ 0.0377	\$ 1.0767	\$ (0.1267)	\$ 0.2638	\$ 1.2138	\$ 1.1929	\$ 0.0209
	PINT	\$ 0.2334	\$ 0.1177	\$ (0.0022)	\$ 0.0705	\$ 0.1763	\$ 0.5957	\$ 0.0216	\$ 0.6173	\$ (0.0634)	\$ 0.1319	\$ 0.6858	\$ 0.6658	\$ 0.0200
	12 OUNCE	\$ 0.1750	\$ 0.0361	\$ (0.0016)	\$ -	\$ 0.1322	\$ 0.3417	\$ 0.0124	\$ 0.3541	\$ (0.0475)	\$ 0.0989	\$ 0.4055	\$ 0.4032	\$ 0.0023
	10 OUNCE	\$ 0.1459	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1102	\$ 0.2849	\$ 0.0103	\$ 0.2952	\$ (0.0396)	\$ 0.0824	\$ 0.3380	\$ 0.3360	\$ 0.0020
	1/2 PINT	\$ 0.1167	\$ 0.0257	\$ (0.0011)	\$ 0.0215	\$ 0.0881	\$ 0.2509	\$ 0.0091	\$ 0.2600	\$ (0.0317)	\$ 0.0660	\$ 0.2943	\$ 0.2910	\$ 0.0033
	4 OUNCE	\$ 0.0583	\$ 0.0247	\$ (0.0005)	\$ 0.0326	\$ 0.0441	\$ 0.1592	\$ 0.0058	\$ 0.1650	\$ (0.0158)	\$ 0.0330	\$ 0.1822	\$ 0.1714	\$ 0.0108
	Bulk per Quart	\$ 0.4668	\$ 0.0732	\$ (0.0043)	\$ 0.1227	\$ 0.3525	\$ 1.0109	\$ 0.0367	\$ 1.0476	\$ (0.1267)	\$ 0.2638	\$ 1.1847	\$ 1.1551	\$ 0.0296
LOW FAT (1%) MILK	GALLON	\$ 1.6973	\$ 0.2660	\$ (0.0172)	\$ (0.0805)	\$ 1.4100	\$ 3.2756	\$ 0.1188	\$ 3.3944	\$ (0.5068)	\$ 1.0552	\$ 3.9428	\$ 3.9254	\$ 0.0174
	1/2 GALLON	\$ 0.8486	\$ 0.1954	\$ (0.0086)	\$ (0.0421)	\$ 0.7050	\$ 1.6983	\$ 0.0616	\$ 1.7599	\$ (0.2534)	\$ 0.5276	\$ 2.0341	\$ 2.0117	\$ 0.0224
	QUART	\$ 0.4243	\$ 0.1816	\$ (0.0043)	\$ 0.0424	\$ 0.3525	\$ 0.9965	\$ 0.0361	\$ 1.0326	\$ (0.1267)	\$ 0.2638	\$ 1.1697	\$ 1.1484	\$ 0.0213
	PINT	\$ 0.2122	\$ 0.1177	\$ (0.0022)	\$ 0.0705	\$ 0.1763	\$ 0.5745	\$ 0.0208	\$ 0.5953	\$ (0.0634)	\$ 0.1319	\$ 0.6638	\$ 0.6435	\$ 0.0203
	12 OUNCE	\$ 0.1591	\$ 0.0361	\$ (0.0016)	\$ -	\$ 0.1322	\$ 0.3258	\$ 0.0118	\$ 0.3376	\$ (0.0475)	\$ 0.0989	\$ 0.3890	\$ 0.3865	\$ 0.0025
	10 OUNCE	\$ 0.1326	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1102	\$ 0.2716	\$ 0.0099	\$ 0.2815	\$ (0.0396)	\$ 0.0824	\$ 0.3243	\$ 0.3221	\$ 0.0022
	1/2 PINT	\$ 0.1061	\$ 0.0257	\$ (0.0011)	\$ 0.0215	\$ 0.0881	\$ 0.2403	\$ 0.0087	\$ 0.2490	\$ (0.0317)	\$ 0.0660	\$ 0.2833	\$ 0.2799	\$ 0.0034
	4 OUNCE	\$ 0.0530	\$ 0.0247	\$ (0.0005)	\$ 0.0326	\$ 0.0441	\$ 0.1539	\$ 0.0056	\$ 0.1595	\$ (0.0158)	\$ 0.0330	\$ 0.1767	\$ 0.1659	\$ 0.0108
	Bulk per Quart	\$ 0.4243	\$ 0.0732	\$ (0.0043)	\$ 0.1227	\$ 0.3525	\$ 0.9684	\$ 0.0351	\$ 1.0035	\$ (0.1267)	\$ 0.2638	\$ 1.1406	\$ 1.1107	\$ 0.0299
NON FAT (SKIM) MILK	GALLON	\$ 1.5525	\$ 0.2660	\$ (0.0172)	\$ (0.0805)	\$ 1.4100	\$ 3.1308	\$ 0.1136	\$ 3.2444	\$ (0.5068)	\$ 1.0552	\$ 3.7928	\$ 3.7790	\$ 0.0138
	1/2 GALLON	\$ 0.7763	\$ 0.1954	\$ (0.0086)	\$ (0.0421)	\$ 0.7050	\$ 1.6260	\$ 0.0590	\$ 1.6850	\$ (0.2534)	\$ 0.5276	\$ 1.9592	\$ 1.9384	\$ 0.0208
	QUART	\$ 0.3881	\$ 0.1816	\$ (0.0043)	\$ 0.0424	\$ 0.3525	\$ 0.9603	\$ 0.0348	\$ 0.9951	\$ (0.1267)	\$ 0.2638	\$ 1.1322	\$ 1.1118	\$ 0.0204
	PINT	\$ 0.1941	\$ 0.1177	\$ (0.0022)	\$ 0.0705	\$ 0.1763	\$ 0.5564	\$ 0.0202	\$ 0.5766	\$ (0.0634)	\$ 0.1319	\$ 0.6451	\$ 0.6253	\$ 0.0198
	12 OUNCE	\$ 0.1456	\$ 0.0361	\$ (0.0016)	\$ -	\$ 0.1322	\$ 0.3123	\$ 0.0113	\$ 0.3236	\$ (0.0475)	\$ 0.0989	\$ 0.3750	\$ 0.3727	\$ 0.0023
	10 OUNCE	\$ 0.1213	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1102	\$ 0.2603	\$ 0.0094	\$ 0.2697	\$ (0.0396)	\$ 0.0824	\$ 0.3125	\$ 0.3107	\$ 0.0018
	1/2 PINT	\$ 0.0970	\$ 0.0257	\$ (0.0011)	\$ 0.0215	\$ 0.0881	\$ 0.2312	\$ 0.0084	\$ 0.2396	\$ (0.0317)	\$ 0.0660	\$ 0.2739	\$ 0.2708	\$ 0.0031
	4 OUNCE	\$ 0.0485	\$ 0.0247	\$ (0.0005)	\$ 0.0326	\$ 0.0441	\$ 0.1494	\$ 0.0054	\$ 0.1548	\$ (0.0158)	\$ 0.0330	\$ 0.1720	\$ 0.1612	\$ 0.0108
	Bulk per Quart	\$ 0.3881	\$ 0.0732	\$ (0.0043)	\$ 0.1227	\$ 0.3525	\$ 0.9322	\$ 0.0338	\$ 0.9660	\$ (0.1267)	\$ 0.2638	\$ 1.1031	\$ 1.0741	\$ 0.0290

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0014 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 1**

**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	Increase (Decrease)	
<b>FLAVORED MILK</b>	GALLON	\$ 2.2296	\$ 0.2660	\$ (0.0172)	\$ (0.0805)	\$ 1.4100	\$ 3.8079	\$ 0.1381	\$ 3.9460	\$ (0.5068)	\$ 1.0552	\$ 4.4944	\$ 4.4738	\$ 0.0206
	1/2 GALLON	\$ 1.1148	\$ 0.1954	\$ (0.0086)	\$ (0.0421)	\$ 0.7050	\$ 1.9645	\$ 0.0713	\$ 2.0358	\$ (0.2534)	\$ 0.5276	\$ 2.3100	\$ 2.2859	\$ 0.0241
	QUART	\$ 0.5574	\$ 0.1816	\$ (0.0043)	\$ 0.0424	\$ 0.3525	\$ 1.1296	\$ 0.0410	\$ 1.1706	\$ (0.1267)	\$ 0.2638	\$ 1.3077	\$ 1.2855	\$ 0.0222
	PINT	\$ 0.2787	\$ 0.1177	\$ (0.0022)	\$ 0.0705	\$ 0.1763	\$ 0.6410	\$ 0.0232	\$ 0.6642	\$ (0.0634)	\$ 0.1319	\$ 0.7327	\$ 0.7121	\$ 0.0206
	12 OUNCE	\$ 0.2090	\$ 0.0361	\$ (0.0016)	\$ -	\$ 0.1322	\$ 0.3757	\$ 0.0136	\$ 0.3893	\$ (0.0475)	\$ 0.0989	\$ 0.4407	\$ 0.4379	\$ 0.0028
	10 OUNCE	\$ 0.1742	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1102	\$ 0.3132	\$ 0.0114	\$ 0.3246	\$ (0.0396)	\$ 0.0824	\$ 0.3674	\$ 0.3650	\$ 0.0024
	1/2 PINT	\$ 0.1394	\$ 0.0257	\$ (0.0011)	\$ 0.0215	\$ 0.0881	\$ 0.2736	\$ 0.0099	\$ 0.2835	\$ (0.0317)	\$ 0.0660	\$ 0.3178	\$ 0.3142	\$ 0.0036
	4 OUNCE	\$ 0.0697	\$ 0.0247	\$ (0.0005)	\$ 0.0326	\$ 0.0441	\$ 0.1706	\$ 0.0062	\$ 0.1768	\$ (0.0158)	\$ 0.0330	\$ 0.1940	\$ 0.1830	\$ 0.0110
	Bulk per Quart	\$ 0.5574	\$ 0.0732	\$ (0.0043)	\$ 0.1227	\$ 0.3525	\$ 1.1015	\$ 0.0400	\$ 1.1415	\$ (0.1267)	\$ 0.2638	\$ 1.2786	\$ 1.2478	\$ 0.0308
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 1.9248	\$ 0.2660	\$ (0.0172)	\$ (0.0805)	\$ 1.4100	\$ 3.5031	\$ 0.1271	\$ 3.6302	\$ (0.5068)	\$ 1.0552	\$ 4.1786	\$ 4.0908	\$ 0.0878
	1/2 GALLON	\$ 0.9624	\$ 0.1954	\$ (0.0086)	\$ (0.0421)	\$ 0.7050	\$ 1.8121	\$ 0.0657	\$ 1.8778	\$ (0.2534)	\$ 0.5276	\$ 2.1520	\$ 2.0944	\$ 0.0576
	QUART	\$ 0.4812	\$ 0.1816	\$ (0.0043)	\$ 0.0424	\$ 0.3525	\$ 1.0534	\$ 0.0382	\$ 1.0916	\$ (0.1267)	\$ 0.2638	\$ 1.2287	\$ 1.1897	\$ 0.0390
	PINT	\$ 0.2406	\$ 0.1177	\$ (0.0022)	\$ 0.0705	\$ 0.1763	\$ 0.6029	\$ 0.0219	\$ 0.6248	\$ (0.0634)	\$ 0.1319	\$ 0.6933	\$ 0.6643	\$ 0.0290
	12 OUNCE	\$ 0.1805	\$ 0.0361	\$ (0.0016)	\$ -	\$ 0.1322	\$ 0.3472	\$ 0.0126	\$ 0.3598	\$ (0.0475)	\$ 0.0989	\$ 0.4112	\$ 0.4021	\$ 0.0091
	10 OUNCE	\$ 0.1504	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1102	\$ 0.2894	\$ 0.0105	\$ 0.2999	\$ (0.0396)	\$ 0.0824	\$ 0.3427	\$ 0.3350	\$ 0.0077
	1/2 PINT	\$ 0.1203	\$ 0.0257	\$ (0.0011)	\$ 0.0215	\$ 0.0881	\$ 0.2545	\$ 0.0092	\$ 0.2637	\$ (0.0317)	\$ 0.0660	\$ 0.2980	\$ 0.2903	\$ 0.0077
	4 OUNCE	\$ 0.0602	\$ 0.0247	\$ (0.0005)	\$ 0.0326	\$ 0.0441	\$ 0.1611	\$ 0.0058	\$ 0.1669	\$ (0.0158)	\$ 0.0330	\$ 0.1841	\$ 0.1711	\$ 0.0130
	Bulk per Quart	\$ 0.4812	\$ 0.0732	\$ (0.0043)	\$ 0.1227	\$ 0.3525	\$ 1.0253	\$ 0.0372	\$ 1.0625	\$ (0.1267)	\$ 0.2638	\$ 1.1996	\$ 1.1520	\$ 0.0476
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 1.7040	\$ 0.2660	\$ (0.0172)	\$ (0.0805)	\$ 1.4100	\$ 3.2823	\$ 0.1190	\$ 3.4013	\$ (0.5068)	\$ 1.0552	\$ 3.9497	\$ 3.9200	\$ 0.0297
	1/2 GALLON	\$ 0.8520	\$ 0.1954	\$ (0.0086)	\$ (0.0421)	\$ 0.7050	\$ 1.7017	\$ 0.0617	\$ 1.7634	\$ (0.2534)	\$ 0.5276	\$ 2.0376	\$ 2.0090	\$ 0.0286
	QUART	\$ 0.4260	\$ 0.1816	\$ (0.0043)	\$ 0.0424	\$ 0.3525	\$ 0.9982	\$ 0.0362	\$ 1.0344	\$ (0.1267)	\$ 0.2638	\$ 1.1715	\$ 1.1470	\$ 0.0245
	PINT	\$ 0.2130	\$ 0.1177	\$ (0.0022)	\$ 0.0705	\$ 0.1763	\$ 0.5753	\$ 0.0209	\$ 0.5962	\$ (0.0634)	\$ 0.1319	\$ 0.6647	\$ 0.6429	\$ 0.0218
	12 OUNCE	\$ 0.1598	\$ 0.0361	\$ (0.0016)	\$ -	\$ 0.1322	\$ 0.3265	\$ 0.0118	\$ 0.3383	\$ (0.0475)	\$ 0.0989	\$ 0.3897	\$ 0.3860	\$ 0.0037
	10 OUNCE	\$ 0.1331	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1102	\$ 0.2721	\$ 0.0099	\$ 0.2820	\$ (0.0396)	\$ 0.0824	\$ 0.3248	\$ 0.3217	\$ 0.0031
	1/2 PINT	\$ 0.1065	\$ 0.0257	\$ (0.0011)	\$ 0.0215	\$ 0.0881	\$ 0.2407	\$ 0.0087	\$ 0.2494	\$ (0.0317)	\$ 0.0660	\$ 0.2837	\$ 0.2796	\$ 0.0041
	4 OUNCE	\$ 0.0533	\$ 0.0247	\$ (0.0005)	\$ 0.0326	\$ 0.0441	\$ 0.1542	\$ 0.0056	\$ 0.1598	\$ (0.0158)	\$ 0.0330	\$ 0.1770	\$ 0.1657	\$ 0.0113
	Bulk per Quart	\$ 0.4260	\$ 0.0732	\$ (0.0043)	\$ 0.1227	\$ 0.3525	\$ 0.9701	\$ 0.0352	\$ 1.0053	\$ (0.1267)	\$ 0.2638	\$ 1.1424	\$ 1.1093	\$ 0.0331
<b>BUTTERMILK</b>	GALLON	\$ 1.9111	\$ 0.2660	\$ (0.0172)	\$ (0.0805)	\$ 1.4100	\$ 3.4894	\$ 0.1266	\$ 3.6160	\$ (0.5068)	\$ 1.0552	\$ 4.1644	\$ 4.1505	\$ 0.0139
	1/2 GALLON	\$ 0.9555	\$ 0.1954	\$ (0.0086)	\$ (0.0421)	\$ 0.7050	\$ 1.8052	\$ 0.0655	\$ 1.8707	\$ (0.2534)	\$ 0.5276	\$ 2.1449	\$ 2.1243	\$ 0.0206
	QUART	\$ 0.4778	\$ 0.1816	\$ (0.0043)	\$ 0.0424	\$ 0.3525	\$ 1.0500	\$ 0.0381	\$ 1.0881	\$ (0.1267)	\$ 0.2638	\$ 1.2252	\$ 1.2047	\$ 0.0205
	PINT	\$ 0.2389	\$ 0.1177	\$ (0.0022)	\$ 0.0705	\$ 0.1763	\$ 0.6012	\$ 0.0218	\$ 0.6230	\$ (0.0634)	\$ 0.1319	\$ 0.6915	\$ 0.6717	\$ 0.0198
	12 OUNCE	\$ 0.1792	\$ 0.0361	\$ (0.0016)	\$ -	\$ 0.1322	\$ 0.3459	\$ 0.0125	\$ 0.3584	\$ (0.0475)	\$ 0.0989	\$ 0.4098	\$ 0.4077	\$ 0.0021
	10 OUNCE	\$ 0.1493	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1102	\$ 0.2883	\$ 0.0105	\$ 0.2988	\$ (0.0396)	\$ 0.0824	\$ 0.3416	\$ 0.3397	\$ 0.0019
	1/2 PINT	\$ 0.1194	\$ 0.0257	\$ (0.0011)	\$ 0.0215	\$ 0.0881	\$ 0.2536	\$ 0.0092	\$ 0.2628	\$ (0.0317)	\$ 0.0660	\$ 0.2971	\$ 0.2940	\$ 0.0031
	4 OUNCE	\$ 0.0597	\$ 0.0247	\$ (0.0005)	\$ 0.0326	\$ 0.0441	\$ 0.1606	\$ 0.0058	\$ 0.1664	\$ (0.0158)	\$ 0.0330	\$ 0.1836	\$ 0.1730	\$ 0.0106
	Bulk per Quart	\$ 0.4778	\$ 0.0732	\$ (0.0043)	\$ 0.1227	\$ 0.3525	\$ 1.0219	\$ 0.0371	\$ 1.0590	\$ (0.1267)	\$ 0.2638	\$ 1.1961	\$ 1.1669	\$ 0.0292

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0014 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 1**

**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	Increase (Decrease)

EGG NOG	GALLON	\$ 3.4496	\$ 0.2660	\$ (0.0172)	\$ (0.0805)	\$ 1.4100	\$ 5.0279	\$ 0.1824	\$ 5.2103	\$ (0.5068)	\$ 1.0552	\$ 5.7587	\$ 5.5971	\$ 0.1616
	1/2 GALLON	\$ 1.7248	\$ 0.1954	\$ (0.0086)	\$ (0.0421)	\$ 0.7050	\$ 2.5745	\$ 0.0934	\$ 2.6679	\$ (0.2534)	\$ 0.5276	\$ 2.9421	\$ 2.8476	\$ 0.0945
	QUART	\$ 0.8624	\$ 0.1816	\$ (0.0043)	\$ 0.0424	\$ 0.3525	\$ 1.4346	\$ 0.0520	\$ 1.4866	\$ (0.1267)	\$ 0.2638	\$ 1.6237	\$ 1.5663	\$ 0.0574
	PINT	\$ 0.4312	\$ 0.1177	\$ (0.0022)	\$ 0.0705	\$ 0.1763	\$ 0.7935	\$ 0.0288	\$ 0.8223	\$ (0.0634)	\$ 0.1319	\$ 0.8908	\$ 0.8525	\$ 0.0383
	12 OUNCE	\$ 0.3234	\$ 0.0361	\$ (0.0016)	\$ -	\$ 0.1322	\$ 0.4901	\$ 0.0178	\$ 0.5079	\$ (0.0475)	\$ 0.0989	\$ 0.5593	\$ 0.5432	\$ 0.0161
	10 OUNCE	\$ 0.2695	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1102	\$ 0.4085	\$ 0.0148	\$ 0.4233	\$ (0.0396)	\$ 0.0824	\$ 0.4661	\$ 0.4526	\$ 0.0135
	1/2 PINT	\$ 0.2156	\$ 0.0257	\$ (0.0011)	\$ 0.0215	\$ 0.0881	\$ 0.3498	\$ 0.0127	\$ 0.3625	\$ (0.0317)	\$ 0.0660	\$ 0.3968	\$ 0.3845	\$ 0.0123
	4 OUNCE	\$ 0.1078	\$ 0.0247	\$ (0.0005)	\$ 0.0326	\$ 0.0441	\$ 0.2087	\$ 0.0076	\$ 0.2163	\$ (0.0158)	\$ 0.0330	\$ 0.2335	\$ 0.2181	\$ 0.0154
	Bulk per Quart	\$ 0.8624	\$ 0.0732	\$ (0.0043)	\$ 0.1227	\$ 0.3525	\$ 1.4065	\$ 0.0510	\$ 1.4575	\$ (0.1267)	\$ 0.2638	\$ 1.5946	\$ 1.5286	\$ 0.0660

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0014 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1718	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 4.3486	\$ (0.6523)	\$ 0.6872	\$ 0.1124	\$ 4.50	\$ 4.48 \$ 0.02
	1/2 GALLON	\$ 2.2371	\$ (0.3356)	\$ 0.3436	\$ 0.0576	\$ 2.30	\$ 2.28 \$ 0.02
	QUART	<b>\$ 1.2712</b>	<b>\$ (0.1907)</b>	<b>\$ 0.1718</b>	<b>\$ 0.0321</b>	<b>\$ 1.28</b>	<b>\$ 1.27 \$ 0.01</b>
	PINT	\$ 0.7145	\$ (0.1072)	\$ 0.0859	\$ 0.0178	\$ 0.72	\$ 0.70 \$ 0.02
	12 OUNCE	\$ 0.4270	\$ (0.0641)	\$ 0.0644	\$ 0.0110	\$ 0.44	\$ 0.44 \$ -
	10 OUNCE	\$ 0.3560	\$ (0.0534)	\$ 0.0537	\$ 0.0091	\$ 0.37	\$ 0.36 \$ 0.01
	1/2 PINT	\$ 0.3087	\$ (0.0463)	\$ 0.0430	\$ 0.0078	\$ 0.31	\$ 0.31 \$ -
	4 OUNCE	\$ 0.1894	\$ (0.0284)	\$ 0.0215	\$ 0.0047	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.2421	\$ (0.1863)	\$ 0.1718	\$ 0.0315	\$ 1.26	\$ 1.23 \$ 0.03
REDUCED FAT (2%) MILK	GALLON	\$ 4.1188	\$ (0.6178)	\$ 0.6872	\$ 0.1074	\$ 4.30	\$ 4.28 \$ 0.02
	1/2 GALLON	\$ 2.1221	\$ (0.3183)	\$ 0.3436	\$ 0.0551	\$ 2.20	\$ 2.18 \$ 0.02
	QUART	\$ 1.2138	\$ (0.1821)	\$ 0.1718	\$ 0.0309	\$ 1.23	\$ 1.22 \$ 0.01
	PINT	\$ 0.6858	\$ (0.1029)	\$ 0.0859	\$ 0.0171	\$ 0.69	\$ 0.67 \$ 0.02
	12 OUNCE	\$ 0.4055	\$ (0.0608)	\$ 0.0644	\$ 0.0105	\$ 0.42	\$ 0.42 \$ -
	10 OUNCE	\$ 0.3380	\$ (0.0507)	\$ 0.0537	\$ 0.0087	\$ 0.35	\$ 0.35 \$ -
	1/2 PINT	\$ 0.2943	\$ (0.0441)	\$ 0.0430	\$ 0.0075	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1822	\$ (0.0273)	\$ 0.0215	\$ 0.0045	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.1847	\$ (0.1777)	\$ 0.1718	\$ 0.0302	\$ 1.21	\$ 1.18 \$ 0.03
LOW FAT (1%) MILK	GALLON	\$ 3.9428	\$ (0.5914)	\$ 0.6872	\$ 0.1036	\$ 4.14	\$ 4.13 \$ 0.01
	1/2 GALLON	\$ 2.0341	\$ (0.3051)	\$ 0.3436	\$ 0.0531	\$ 2.13	\$ 2.11 \$ 0.02
	QUART	\$ 1.1697	\$ (0.1755)	\$ 0.1718	\$ 0.0299	\$ 1.20	\$ 1.18 \$ 0.02
	PINT	\$ 0.6638	\$ (0.0996)	\$ 0.0859	\$ 0.0167	\$ 0.67	\$ 0.65 \$ 0.02
	12 OUNCE	\$ 0.3890	\$ (0.0584)	\$ 0.0644	\$ 0.0101	\$ 0.41	\$ 0.40 \$ 0.01
	10 OUNCE	\$ 0.3243	\$ (0.0486)	\$ 0.0537	\$ 0.0084	\$ 0.34	\$ 0.34 \$ -
	1/2 PINT	\$ 0.2833	\$ (0.0425)	\$ 0.0430	\$ 0.0073	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1767	\$ (0.0265)	\$ 0.0215	\$ 0.0044	\$ 0.18	\$ 0.17 \$ 0.01
	Bulk per Quart	\$ 1.1406	\$ (0.1711)	\$ 0.1718	\$ 0.0293	\$ 1.17	\$ 1.14 \$ 0.03
NON FAT (SKIM) MILK	GALLON	\$ 3.7928	\$ (0.5689)	\$ 0.6872	\$ 0.1003	\$ 4.01	\$ 4.00 \$ 0.01
	1/2 GALLON	\$ 1.9592	\$ (0.2939)	\$ 0.3436	\$ 0.0515	\$ 2.06	\$ 2.04 \$ 0.02
	QUART	\$ 1.1322	\$ (0.1698)	\$ 0.1718	\$ 0.0291	\$ 1.16	\$ 1.15 \$ 0.01
	PINT	\$ 0.6451	\$ (0.0968)	\$ 0.0859	\$ 0.0163	\$ 0.65	\$ 0.63 \$ 0.02
	12 OUNCE	\$ 0.3750	\$ (0.0563)	\$ 0.0644	\$ 0.0098	\$ 0.39	\$ 0.39 \$ -
	10 OUNCE	\$ 0.3125	\$ (0.0469)	\$ 0.0537	\$ 0.0082	\$ 0.33	\$ 0.33 \$ -
	1/2 PINT	\$ 0.2739	\$ (0.0411)	\$ 0.0430	\$ 0.0071	\$ 0.28	\$ 0.28 \$ -
	4 OUNCE	\$ 0.1720	\$ (0.0258)	\$ 0.0215	\$ 0.0043	\$ 0.18	\$ 0.17 \$ 0.01
	Bulk per Quart	\$ 1.1031	\$ (0.1655)	\$ 0.1718	\$ 0.0284	\$ 1.14	\$ 1.11 \$ 0.03

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1718	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.4944	\$ (0.6742)	\$ 0.6872	\$ 0.1156	\$ 4.62	\$ 4.61 \$ 0.01
	1/2 GALLON	\$ 2.3100	\$ (0.3465)	\$ 0.3436	\$ 0.0592	\$ 2.37	\$ 2.35 \$ 0.02
	QUART	\$ 1.3077	\$ (0.1962)	\$ 0.1718	\$ 0.0329	\$ 1.32	\$ 1.30 \$ 0.02
	PINT	\$ 0.7327	\$ (0.1099)	\$ 0.0859	\$ 0.0182	\$ 0.74	\$ 0.72 \$ 0.02
	12 OUNCE	\$ 0.4407	\$ (0.0661)	\$ 0.0644	\$ 0.0113	\$ 0.45	\$ 0.45 \$ -
	10 OUNCE	\$ 0.3674	\$ (0.0551)	\$ 0.0537	\$ 0.0094	\$ 0.38	\$ 0.37 \$ 0.01
	1/2 PINT	\$ 0.3178	\$ (0.0477)	\$ 0.0430	\$ 0.0080	\$ 0.32	\$ 0.32 \$ -
	4 OUNCE	\$ 0.1940	\$ (0.0291)	\$ 0.0215	\$ 0.0048	\$ 0.20	\$ 0.19 \$ 0.01
	Bulk per Quart	\$ 1.2786	\$ (0.1918)	\$ 0.1718	\$ 0.0323	\$ 1.29	\$ 1.26 \$ 0.03
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.1786	\$ (0.6268)	\$ 0.6872	\$ 0.1087	\$ 4.35	\$ 4.27 \$ 0.08
	1/2 GALLON	\$ 2.1520	\$ (0.3228)	\$ 0.3436	\$ 0.0557	\$ 2.23	\$ 2.18 \$ 0.05
	QUART	\$ 1.2287	\$ (0.1843)	\$ 0.1718	\$ 0.0312	\$ 1.25	\$ 1.21 \$ 0.04
	PINT	\$ 0.6933	\$ (0.1040)	\$ 0.0859	\$ 0.0173	\$ 0.70	\$ 0.67 \$ 0.03
	12 OUNCE	\$ 0.4112	\$ (0.0617)	\$ 0.0644	\$ 0.0106	\$ 0.42	\$ 0.42 \$ -
	10 OUNCE	\$ 0.3427	\$ (0.0514)	\$ 0.0537	\$ 0.0088	\$ 0.35	\$ 0.35 \$ -
	1/2 PINT	\$ 0.2980	\$ (0.0447)	\$ 0.0430	\$ 0.0076	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1841	\$ (0.0276)	\$ 0.0215	\$ 0.0046	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.1996	\$ (0.1799)	\$ 0.1718	\$ 0.0306	\$ 1.22	\$ 1.18 \$ 0.04
FLAVORED NONFAT MILK	GALLON	\$ 3.9497	\$ (0.5925)	\$ 0.6872	\$ 0.1037	\$ 4.15	\$ 4.12 \$ 0.03
	1/2 GALLON	\$ 2.0376	\$ (0.3056)	\$ 0.3436	\$ 0.0532	\$ 2.13	\$ 2.10 \$ 0.03
	QUART	\$ 1.1715	\$ (0.1757)	\$ 0.1718	\$ 0.0299	\$ 1.20	\$ 1.18 \$ 0.02
	PINT	\$ 0.6647	\$ (0.0997)	\$ 0.0859	\$ 0.0167	\$ 0.67	\$ 0.65 \$ 0.02
	12 OUNCE	\$ 0.3897	\$ (0.0585)	\$ 0.0644	\$ 0.0101	\$ 0.41	\$ 0.40 \$ 0.01
	10 OUNCE	\$ 0.3248	\$ (0.0487)	\$ 0.0537	\$ 0.0085	\$ 0.34	\$ 0.34 \$ -
	1/2 PINT	\$ 0.2837	\$ (0.0426)	\$ 0.0430	\$ 0.0073	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1770	\$ (0.0266)	\$ 0.0215	\$ 0.0044	\$ 0.18	\$ 0.17 \$ 0.01
	Bulk per Quart	\$ 1.1424	\$ (0.1714)	\$ 0.1718	\$ 0.0293	\$ 1.17	\$ 1.14 \$ 0.03
BUTTERMILK	GALLON	\$ 4.1644	\$ (0.6247)	\$ 0.6872	\$ 0.1084	\$ 4.34	\$ 4.32 \$ 0.02
	1/2 GALLON	\$ 2.1449	\$ (0.3217)	\$ 0.3436	\$ 0.0556	\$ 2.22	\$ 2.20 \$ 0.02
	QUART	\$ 1.2252	\$ (0.1838)	\$ 0.1718	\$ 0.0311	\$ 1.24	\$ 1.23 \$ 0.01
	PINT	\$ 0.6915	\$ (0.1037)	\$ 0.0859	\$ 0.0173	\$ 0.70	\$ 0.68 \$ 0.02
	12 OUNCE	\$ 0.4098	\$ (0.0615)	\$ 0.0644	\$ 0.0106	\$ 0.42	\$ 0.42 \$ -
	10 OUNCE	\$ 0.3416	\$ (0.0512)	\$ 0.0537	\$ 0.0088	\$ 0.35	\$ 0.35 \$ -
	1/2 PINT	\$ 0.2971	\$ (0.0446)	\$ 0.0430	\$ 0.0076	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1836	\$ (0.0275)	\$ 0.0215	\$ 0.0046	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.1961	\$ (0.1794)	\$ 0.1718	\$ 0.0305	\$ 1.22	\$ 1.19 \$ 0.03

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1718	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 5.7587	\$ (0.8638)	\$ 0.6872	\$ 0.1431	\$ 5.77	\$ 5.60	\$ 0.17
	<b>1/2 GALLON</b>	\$ 2.9421	\$ (0.4413)	\$ 0.3436	\$ 0.0729	\$ 2.95	\$ 2.85	\$ 0.10
	<b>QUART</b>	\$ 1.6237	\$ (0.2436)	\$ 0.1718	\$ 0.0398	\$ 1.63	\$ 1.57	\$ 0.06
	<b>PINT</b>	\$ 0.8908	\$ (0.1336)	\$ 0.0859	\$ 0.0216	\$ 0.90	\$ 0.86	\$ 0.04
	<b>12 OUNCE</b>	\$ 0.5593	\$ (0.0839)	\$ 0.0644	\$ 0.0138	\$ 0.57	\$ 0.55	\$ 0.02
	<b>10 OUNCE</b>	\$ 0.4661	\$ (0.0699)	\$ 0.0537	\$ 0.0115	\$ 0.48	\$ 0.46	\$ 0.02
	<b>1/2 PINT</b>	\$ 0.3968	\$ (0.0595)	\$ 0.0430	\$ 0.0098	\$ 0.41	\$ 0.39	\$ 0.02
	<b>4 OUNCE</b>	\$ 0.2335	\$ (0.0350)	\$ 0.0215	\$ 0.0056	\$ 0.24	\$ 0.22	\$ 0.02
	<b>Bulk per Quart</b>	\$ 1.5946	\$ (0.2392)	\$ 0.1718	\$ 0.0392	\$ 1.60	\$ 1.53	\$ 0.07