

**Pennsylvania Milk Marketing Board  
SALES IN PMMB AREA 1 BY TYPE OF MILK**

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

|                           |                       |
|---------------------------|-----------------------|
| Standard Milk             | 34.02                 |
| Flavored Milk             | 1.76                  |
| Egg Nog                   | 0.50                  |
| Reduced Fat Flavored Milk | 4.46                  |
| Nonfat Flavored Milk      | 4.47                  |
| Reduced Fat Milk          | 25.20                 |
| Low Fat Milk              | 13.19                 |
| Buttermilk                | 1.15                  |
| Nonfat Milk               | 9.61                  |
| Mixed Milk                | 3.46                  |
| Sour Cream                | 0.29                  |
| Light Cream               | 0.56                  |
| Medium Cream              | 0.02                  |
| Heavy Cream               | 1.31                  |
|                           | <hr/>                 |
|                           | 100.0% <sup>(4)</sup> |

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

|                           |                           |
|---------------------------|---------------------------|
| Standard Milk             | 34.80                     |
| Flavored Milk             | 0.97                      |
| Egg Nog                   | 0.57                      |
| Reduced Fat Flavored Milk | 3.99                      |
| Nonfat Flavored Milk      | 5.51                      |
| Reduced Fat Milk          | 26.15                     |
| Low Fat Milk              | 13.89                     |
| Buttermilk                | 1.07                      |
| Nonfat Milk               | 8.92                      |
| Mixed Milk                | 2.74                      |
| Sour Cream                | 0.05                      |
| Light Cream               | 0.45                      |
| Medium Cream              | 0.01                      |
| Heavy Cream               | 0.86                      |
|                           | <hr/>                     |
|                           | 99.98% <sup>(4) (5)</sup> |

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

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

<sup>(3)</sup> The cross-section dealers supply 77.0% of the reported milk sales to this area:

- \* Clover Farms Dairy Company
- \* Dean Dairy Holdings (DBA Swiss Premium Dairy) (currently DFA Dairy Brands Fluid - Lebanon)
- \* Milk Industry Management Company (T/A Balford Farms)
- \* Tuscan/Lehigh Dairies, Inc. (Lansdale Location) (currently DFA Dairy Brands Fluid - Lansdale)
- \* Wawa Beverage Company

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

<sup>(5)</sup> 99.98% is a rounding error.

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

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY  
YEAR 2019 DATA**

| <b>Cost Center</b>                          | <b>Weighted Costs</b> | <b>Weighted Points</b> | <b>Cost per Point</b> |
|---|-----------------------|------------------------|-----------------------|
| <b>Receiving, Lab &amp; Field Work</b>      | \$ 2,891,611          | 136,258,932            | \$ 0.0212             |
| <b>Standardization &amp; Pasteurization</b> | \$ 2,602,212          | 161,268,348            | \$ 0.0161             |
| <b>Bottling</b>                             | \$ 5,602,910          | 136,573,597            | \$ 0.0410             |
| <b>Cold Room</b>                            | \$ 10,911,726         | 172,653,113            | \$ 0.0632             |
| <b>Delivery</b>                             | \$ 31,945,498         | 175,679,021            | \$ 0.1818             |
| <b>Selling</b>                              | \$ 4,610,971          | 188,452,542            | \$ 0.0245             |

**Total Cost per Point \$ 0.3478**

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

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

| A                       |          | B                        | C              | D              | E                      | F                                   | G                             | H                                    |
|-------------------------|----------|--------------------------|----------------|----------------|------------------------|-------------------------------------|-------------------------------|--------------------------------------|
|                         |          |                          |                |                | (C ÷ D)                |                                     |                               | (F x (1+G))                          |
| Container Size          |          | Blow Molded or Purchased | Weighted Costs | Weighted Units | Weighted Cost per Unit | Updated (to DEC-2020) Cost per Unit | Weighted Shrinkage Factor (%) | Adjusted for Shrinkage Cost per Unit |
| GALLON                  | Plastic  | Blow Molded              | \$ 1,839,277   | 9,476,899      | \$ 0.1941              |                                     |                               |                                      |
|                         |          | Purchased                | \$ 1,149,722   | 5,571,415      | \$ 0.2064              |                                     |                               |                                      |
|                         |          |                          | \$ 2,988,999   | 15,048,314     | \$ 0.1986              | \$ 0.1731                           | 1.76%                         | \$ 0.1761                            |
| 1/2 GALLON              | Plastic  | Blow Molded              | \$ 1,145,554   | 8,645,038      | \$ 0.1325              |                                     |                               |                                      |
|                         |          | Purchased                | \$ 829,452     | 4,959,542      | \$ 0.1672              |                                     |                               |                                      |
|                         | Paper    | Purchased                | \$ -           | -              | \$ -                   |                                     |                               |                                      |
|                         | Combined |                          | \$ 1,975,006   | 13,604,580     | \$ 0.1452              | \$ 0.1284                           | 1.80%                         | \$ 0.1307                            |
| QUART                   | Plastic  | Purchased                | \$ 849,818     | 7,833,970      | \$ 0.1085              |                                     |                               |                                      |
|                         | Paper    | Purchased                | \$ 1,333       | 15,309         | \$ 0.0871              |                                     |                               |                                      |
|                         | Combined |                          | \$ 851,151     | 7,849,279      | \$ 0.1084              | \$ 0.1158                           | 1.57%                         | \$ 0.1176                            |
| PINT                    | Plastic  | Purchased                | \$ 458,473     | 5,372,679      | \$ 0.0853              |                                     |                               |                                      |
|                         | Paper    | Purchased                | \$ -           | -              | \$ -                   |                                     |                               |                                      |
|                         | Combined |                          | \$ 458,473     | 5,372,679      | \$ 0.0853              | \$ 0.0877                           | 1.62%                         | \$ 0.0891                            |
| 12 Ounce <sup>(1)</sup> |          | Purchased                |                |                | \$ 0.0361              | \$ 0.0361                           |                               | \$ 0.0361                            |
| 10 Ounce <sup>(1)</sup> |          | Purchased                |                |                | \$ 0.0301              | \$ 0.0301                           |                               | \$ 0.0301                            |
| 1/2 PINT                | Plastic  | Purchased                | \$ 641,390     | 9,573,961      | \$ 0.0670              | \$ 0.0667                           | 0.92%                         | \$ 0.0673                            |
|                         | Paper    | Purchased                | \$ 807,868     | 33,260,261     | \$ 0.0243              | \$ 0.0246                           | 0.85%                         | \$ 0.0248                            |
| 4 Ounce                 | Paper    | Purchased                | \$ 47,022      | 2,331,063      | \$ 0.0202              | \$ 0.0202                           | 1.53%                         | \$ 0.0205                            |
| Bulk Per Quart          |          | Purchased                | \$ 44,889      | 845,186        | \$ 0.0531              | \$ 0.0531                           | 1.30%                         | \$ 0.0538                            |

Footnote:

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

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

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

| <b>Product</b>                   | <b>Weighted Costs</b> | <b>Weighted Pounds</b> | <b>Cost per Pound</b> |
|----------------------------------|-----------------------|------------------------|-----------------------|
| <b>Standard (Whole) Milk</b>     | \$ 3,932              | 85,517,409             | \$ -                  |
| <b>Reduced Fat (2%) Milk</b>     | \$ 11,293             | 59,196,974             | \$ 0.0002             |
| <b>Low Fat (1%) Milk</b>         | \$ 6,702              | 32,036,401             | \$ 0.0002             |
| <b>Non Fat (Skim) Milk</b>       | \$ 10,808             | 19,318,216             | \$ 0.0006             |
| <b>Flavored Milk</b>             | \$ 35,641             | 920,565                | \$ 0.0387             |
| <b>Flavored Reduced Fat Milk</b> | \$ 342,585            | 9,974,716              | \$ 0.0343             |
| <b>Flavored NONFAT Milk</b>      | \$ 343,901            | 10,965,985             | \$ 0.0314             |
| <b>Buttermilk</b>                | \$ 10,157             | 2,313,652              | \$ 0.0044             |
| <b>Egg Nog</b>                   | \$ 115,772            | 1,203,727              | \$ 0.0962             |

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES  
YEAR 2019 DATA**

|   | A              | B                | C             | D             | E                           | F                         | G                              |
|---|----------------|------------------|---------------|---------------|-----------------------------|---------------------------|--------------------------------|
|   |                |                  |               |               |                             | - (C - D - E)             |                                |
|   | Product Pounds | Butterfat Pounds | Revenue       | Raw Costs     | Additional Processing Costs | Net Cost or (Profit)/Loss | Weighted Cost or (Profit)/Loss |
| 1 <b>Shrinkage</b>                      | 31,680,546     | 30,543,283       | n/a           | \$ 5,453,012  | n/a                         | \$ 5,453,012              | \$ 1,235,995                   |
| 2 <b>Bulk MILK - diverted</b>           | 227,619        | 10,853           | \$ 37,846     | \$ 46,835     | n/a                         | \$ 8,989                  | \$ 1,061                       |
| 3 <b>Bulk MILK - transferred</b>        | 177,096,192    | 1,441,767        | \$ 21,760,690 | \$ 18,319,356 | \$ 5,040,997                | \$ 1,599,663              | \$ 534,845                     |
| 4 <b>Bulk MILK - TOTAL (Rows 2 + 3)</b> | 177,323,811    | 1,452,620        | \$ 21,798,536 | \$ 18,366,191 | \$ 5,040,997                | \$ 1,608,652              | \$ 535,906                     |
| 5 <b>Bulk CREAM - transferred</b>       | 46,287,499     | 19,909,565       | \$ 57,291,506 | \$ 52,066,798 | \$ 1,348,545                | \$ (3,876,163)            | \$ (901,939)                   |

|   | H              | I               | J                       |
|---|----------------|-----------------|-------------------------|
|   |                |                 | (H ÷ I)                 |
| Cost/(Revenue) Factor                     | Weighted Costs | Weighted Pounds | Weighted Cost per Pound |
| 6 <b>Shrinkage (Row 1)</b>                | \$ 1,235,995   |                 |                         |
| 7 <b>Bulk MILK (Profit)/Loss (Row 4)</b>  | \$ 535,906     |                 |                         |
| 8 <b>Bulk CREAM (Profit)/Loss (Row 5)</b> | \$ (901,939)   |                 |                         |
| 9 <b>Total</b>                            | \$ 869,962     | 232,008,295     | \$ <b>0.0037</b>        |

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

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

|                |                |
|----------------|----------------|
|                | <b>Class I</b> |
| Skim Rate      | \$ 19.41       |
| Butterfat Rate | \$ 1.6209      |

| 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>Standard (Whole) Milk</b>     | 85,517,409     | 2,806,726        | 3.2821%    | 82,710,683  | \$ 4,549,422    | \$ 16,054,144   | \$ 20,603,566 | \$ 0.2409      | \$ -            | \$ 0.0037               | <b>\$ 0.2446</b>     |
| <b>Reduced Fat (2%) Milk</b>     | 59,196,974     | 1,158,011        | 1.9562%    | 58,038,963  | \$ 1,877,020    | \$ 11,265,363   | \$ 13,142,383 | \$ 0.2220      | \$ 0.0002       | \$ 0.0037               | <b>\$ 0.2259</b>     |
| <b>Low Fat (1%) Milk</b>         | 32,036,401     | 307,415          | 0.9596%    | 31,728,986  | \$ 498,289      | \$ 6,158,596    | \$ 6,656,885  | \$ 0.2078      | \$ 0.0002       | \$ 0.0037               | <b>\$ 0.2117</b>     |
| <b>Non Fat (Skim) Milk</b>       | 19,318,216     | 20,141           | 0.1043%    | 19,298,075  | \$ 32,647       | \$ 3,745,756    | \$ 3,778,403  | \$ 0.1956      | \$ 0.0006       | \$ 0.0037               | <b>\$ 0.1999</b>     |
| <b>Flavored Milk</b>             | 920,565        | 27,291           | 2.9646%    | 893,274     | \$ 44,236       | \$ 173,384      | \$ 217,620    | \$ 0.2364      | \$ 0.0387       | \$ 0.0037               | <b>\$ 0.2788</b>     |
| <b>Flavored Reduced Fat Milk</b> | 9,974,716      | 95,893           | 0.9614%    | 9,878,823   | \$ 155,433      | \$ 1,917,480    | \$ 2,072,913  | \$ 0.2078      | \$ 0.0343       | \$ 0.0037               | <b>\$ 0.2458</b>     |
| <b>Flavored NONFAT Milk</b>      | 10,965,985     | 11,135           | 0.1015%    | 10,954,850  | \$ 18,049       | \$ 2,126,336    | \$ 2,144,385  | \$ 0.1955      | \$ 0.0314       | \$ 0.0037               | <b>\$ 0.2306</b>     |
| <b>Buttermilk</b>                | 2,313,652      | 46,572           | 2.0129%    | 2,267,080   | \$ 75,489       | \$ 440,040      | \$ 515,529    | \$ 0.2228      | \$ 0.0044       | \$ 0.0037               | <b>\$ 0.2309</b>     |
| <b>Egg Nog</b>                   | 1,203,727      | 84,418           | 7.0131%    | 1,119,309   | \$ 136,833      | \$ 217,258      | \$ 354,091    | \$ 0.2942      | \$ 0.0962       | \$ 0.0037               | <b>\$ 0.3941</b>     |

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

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

| A                                | B           | C  | D           | E   | F           | G                 |
|----------------------------------|-------------|--|-------------|---|-------------|-------------------|
|                                  |             |  |             | (A ÷ C)                                   | (B ÷ D)     | (E - F)           |
| <b>1<sup>ST</sup> HALF COSTS</b> |             | <b>1<sup>ST</sup> HALF POINTS <sup>(1)</sup></b> |             | <b>1<sup>ST</sup> HALF COST per POINT</b> |             | <b>INCREASE</b>   |
| <b>2020</b>                      | <b>2019</b> | <b>2020</b>                                      | <b>2019</b> | <b>2020</b>                               | <b>2019</b> | <b>(DECREASE)</b> |

|                                 |               |               |            |            |           |           |             |
|---------------------------------|---------------|---------------|------------|------------|-----------|-----------|-------------|
| <b>WEIGHTED LABOR COSTS</b>     | \$ 16,492,478 | \$ 17,567,646 | 83,368,299 | 88,366,671 | \$ 0.1978 | \$ 0.1988 | \$ (0.0010) |
| <b>WEIGHTED UTILITY COSTS</b>   | \$ 549,178    | \$ 616,920    | 83,368,299 | 88,366,671 | \$ 0.0066 | \$ 0.0070 | \$ (0.0004) |
| <b>WEIGHTED INSURANCE COSTS</b> | \$ 369,221    | \$ 279,490    | 83,368,299 | 88,366,671 | \$ 0.0044 | \$ 0.0032 | \$ 0.0012   |

**COST UPDATE ADJUSTMENT per BOTTLING POINT    \$ (0.0002)**

Footnote:

1. For processing plants, Bottling points are used. For non-processing plants, Cold Room points are used.

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

**Diesel Fuel Costs Adjustment**

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

|   |                           |
|---|---------------------------|
| 1. Weighted Diesel Fuel Costs - YEAR 2019                                       | \$ 2,018,653              |
| 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>\$ 1,638,032</u>       |
| 6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1) | \$ (380,621)              |
| 7. Weighted Delivery Points - YEAR 2019   | <u>175,679,021</u>        |
| <b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>      | <b><u>\$ (0.0022)</u></b> |

## Footnote:

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



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

**Heating Fuel Costs Adjustment**

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

|   |                           |
|---|---------------------------|
| 1. Weighted Heating Fuel Costs - YEAR 2019                                      | \$ 169,102                |
| 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>\$ 163,741</u>         |
| 6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1) | \$ (5,361)                |
| 7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019           | <u>161,268,348</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 1**  
**YEAR 2019 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

| (A)            | (B)                                  | (C)                 | (D)                     | (E)                | (F)             |
|----------------|--------------------------------------|---------------------|-------------------------|--------------------|-----------------|
|                |                                      |                     |                         | (C) + (D)          | (B) x (E)       |
| Container Size | Area 1<br>Container Sales<br>(Units) | Adjustment per UNIT |                         |                    | Dollar Effect   |
|                |                                      | Bottling            | Cold Room &<br>Delivery | Total              |                 |
| GALLON         | 15,048,314                           | \$ (0.06907)        | \$ 0.00515              | <b>\$ (0.0639)</b> | \$ (961,587)    |
| 1/2 GALLON     | 13,604,580                           | \$ 0.00180          | \$ (0.04371)            | <b>\$ (0.0419)</b> | \$ (570,032)    |
| QUART          | 7,849,279                            | \$ 0.03541          | \$ (0.00739)            | <b>\$ 0.0280</b>   | \$ 219,780      |
| PINT           | 5,372,679                            | \$ 0.01381          | \$ 0.04106              | <b>\$ 0.0549</b>   | \$ 294,960      |
| 12 OUNCE       | -                                    | \$ -                | \$ -                    | \$ -               | \$ -            |
| 10 OUNCE       | -                                    | \$ -                | \$ -                    | \$ -               | \$ -            |
| 1/2 PINT       | 42,834,222                           | \$ 0.01176          | \$ 0.00816              | <b>\$ 0.0199</b>   | \$ 852,401      |
| 4 OUNCE        | 2,331,063                            | \$ 0.01033          | \$ 0.01675              | <b>\$ 0.0271</b>   | \$ 63,172       |
| Bulk per Quart | 845,186                              | \$ 0.15975          | \$ (0.04028)            | <b>\$ 0.1195</b>   | \$ 101,000      |
|                |                                      |                     |                         |                    | <u>\$ (306)</u> |

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

**WHOLESALE PRICE BUILDUP**  
**DECEMBER 2020 MILK PRICES**

|                       | A<br>EX. 6     | B<br>EX. 3       | C<br>EXS. 7, 8 & 9 <sup>(1)</sup>       | D<br>EX. 10                     | E<br>EX. 2       | F<br>(A+B+C+D+E)       | G                | H<br>(F + G)      | I                      | J                        | K<br>(H + I + J)         | L                       | M<br>(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         | \$ 2.1036        | \$ 0.1761                               | \$ (0.0024)                     | \$ (0.0639)      | \$ 1.3912              | \$ 3.6046        | \$ 0.1307         | \$ 3.7353              | \$ (0.5068)              | \$ 1.0552                | \$ 4.2837               | \$ 4.1973           | \$ 0.0864        |
|                       | 1/2 GALLON     | \$ 1.0518        | \$ 0.1307                               | \$ (0.0012)                     | \$ (0.0419)      | \$ 0.6956              | \$ 1.8350        | \$ 0.0666         | \$ 1.9016              | \$ (0.2534)              | \$ 0.5276                | \$ 2.1758               | \$ 2.1277           | \$ 0.0481        |
|                       | QUART          | <b>\$ 0.5259</b> | <b>\$ 0.1176</b>                        | <b>\$ (0.0006)</b>              | <b>\$ 0.0280</b> | <b>\$ 0.3478</b>       | <b>\$ 1.0187</b> | <b>\$ 0.0369</b>  | <b>\$ 1.0556</b>       | <b>\$ (0.1267)</b>       | <b>\$ 0.2638</b>         | <b>\$ 1.1927</b>        | <b>\$ 1.1733</b>    | <b>\$ 0.0194</b> |
|                       | PINT           | \$ 0.2629        | \$ 0.0891                               | \$ (0.0003)                     | \$ 0.0549        | \$ 0.1739              | \$ 0.5805        | \$ 0.0211         | \$ 0.6016              | \$ (0.0634)              | \$ 0.1319                | \$ 0.6701               | \$ 0.6669           | \$ 0.0032        |
|                       | 12 OUNCE       | \$ 0.1972        | \$ 0.0361                               | \$ (0.0002)                     | \$ -             | \$ 0.1304              | \$ 0.3635        | \$ 0.0132         | \$ 0.3767              | \$ (0.0475)              | \$ 0.0989                | \$ 0.4281               | \$ 0.4217           | \$ 0.0064        |
|                       | 10 OUNCE       | \$ 0.1643        | \$ 0.0301                               | \$ (0.0002)                     | \$ -             | \$ 0.1087              | \$ 0.3029        | \$ 0.0110         | \$ 0.3139              | \$ (0.0396)              | \$ 0.0824                | \$ 0.3567               | \$ 0.3514           | \$ 0.0053        |
|                       | 1/2 PINT       | \$ 0.1315        | \$ 0.0248                               | \$ (0.0002)                     | \$ 0.0199        | \$ 0.0870              | \$ 0.2630        | \$ 0.0095         | \$ 0.2725              | \$ (0.0317)              | \$ 0.0660                | \$ 0.3068               | \$ 0.3021           | \$ 0.0047        |
|                       | 4 OUNCE        | \$ 0.0657        | \$ 0.0205                               | \$ (0.0001)                     | \$ 0.0271        | \$ 0.0435              | \$ 0.1567        | \$ 0.0057         | \$ 0.1624              | \$ (0.0158)              | \$ 0.0330                | \$ 0.1796               | \$ 0.1777           | \$ 0.0019        |
|                       | Bulk per Quart | \$ 0.5259        | \$ 0.0538                               | \$ (0.0006)                     | \$ 0.1195        | \$ 0.3478              | \$ 1.0464        | \$ 0.0380         | \$ 1.0844              | \$ (0.1267)              | \$ 0.2638                | \$ 1.2215               | \$ 1.1224           | \$ 0.0991        |
| REDUCED FAT (2%) MILK | GALLON         | \$ 1.9473        | \$ 0.1761                               | \$ (0.0024)                     | \$ (0.0639)      | \$ 1.3912              | \$ 3.4483        | \$ 0.1251         | \$ 3.5734              | \$ (0.5068)              | \$ 1.0552                | \$ 4.1218               | \$ 4.0325           | \$ 0.0893        |
|                       | 1/2 GALLON     | \$ 0.9736        | \$ 0.1307                               | \$ (0.0012)                     | \$ (0.0419)      | \$ 0.6956              | \$ 1.7568        | \$ 0.0637         | \$ 1.8205              | \$ (0.2534)              | \$ 0.5276                | \$ 2.0947               | \$ 2.0453           | \$ 0.0494        |
|                       | QUART          | \$ 0.4868        | \$ 0.1176                               | \$ (0.0006)                     | \$ 0.0280        | \$ 0.3478              | \$ 0.9796        | \$ 0.0355         | \$ 1.0151              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1522               | \$ 1.1321           | \$ 0.0201        |
|                       | PINT           | \$ 0.2434        | \$ 0.0891                               | \$ (0.0003)                     | \$ 0.0549        | \$ 0.1739              | \$ 0.5610        | \$ 0.0203         | \$ 0.5813              | \$ (0.0634)              | \$ 0.1319                | \$ 0.6498               | \$ 0.6463           | \$ 0.0035        |
|                       | 12 OUNCE       | \$ 0.1826        | \$ 0.0361                               | \$ (0.0002)                     | \$ -             | \$ 0.1304              | \$ 0.3489        | \$ 0.0127         | \$ 0.3616              | \$ (0.0475)              | \$ 0.0989                | \$ 0.4130               | \$ 0.4062           | \$ 0.0068        |
|                       | 10 OUNCE       | \$ 0.1521        | \$ 0.0301                               | \$ (0.0002)                     | \$ -             | \$ 0.1087              | \$ 0.2907        | \$ 0.0105         | \$ 0.3012              | \$ (0.0396)              | \$ 0.0824                | \$ 0.3440               | \$ 0.3386           | \$ 0.0054        |
|                       | 1/2 PINT       | \$ 0.1217        | \$ 0.0248                               | \$ (0.0002)                     | \$ 0.0199        | \$ 0.0870              | \$ 0.2532        | \$ 0.0092         | \$ 0.2624              | \$ (0.0317)              | \$ 0.0660                | \$ 0.2967               | \$ 0.2918           | \$ 0.0049        |
|                       | 4 OUNCE        | \$ 0.0609        | \$ 0.0205                               | \$ (0.0001)                     | \$ 0.0271        | \$ 0.0435              | \$ 0.1519        | \$ 0.0055         | \$ 0.1574              | \$ (0.0158)              | \$ 0.0330                | \$ 0.1746               | \$ 0.1726           | \$ 0.0020        |
|                       | Bulk per Quart | \$ 0.4868        | \$ 0.0538                               | \$ (0.0006)                     | \$ 0.1195        | \$ 0.3478              | \$ 1.0073        | \$ 0.0365         | \$ 1.0438              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1809               | \$ 1.0812           | \$ 0.0997        |
| LOW FAT (1%) MILK     | GALLON         | \$ 1.8249        | \$ 0.1761                               | \$ (0.0024)                     | \$ (0.0639)      | \$ 1.3912              | \$ 3.3259        | \$ 0.1206         | \$ 3.4465              | \$ (0.5068)              | \$ 1.0552                | \$ 3.9949               | \$ 3.9066           | \$ 0.0883        |
|                       | 1/2 GALLON     | \$ 0.9124        | \$ 0.1307                               | \$ (0.0012)                     | \$ (0.0419)      | \$ 0.6956              | \$ 1.6956        | \$ 0.0615         | \$ 1.7571              | \$ (0.2534)              | \$ 0.5276                | \$ 2.0313               | \$ 1.9824           | \$ 0.0489        |
|                       | QUART          | \$ 0.4562        | \$ 0.1176                               | \$ (0.0006)                     | \$ 0.0280        | \$ 0.3478              | \$ 0.9490        | \$ 0.0344         | \$ 0.9834              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1205               | \$ 1.1006           | \$ 0.0199        |
|                       | PINT           | \$ 0.2281        | \$ 0.0891                               | \$ (0.0003)                     | \$ 0.0549        | \$ 0.1739              | \$ 0.5457        | \$ 0.0198         | \$ 0.5655              | \$ (0.0634)              | \$ 0.1319                | \$ 0.6340               | \$ 0.6306           | \$ 0.0034        |
|                       | 12 OUNCE       | \$ 0.1711        | \$ 0.0361                               | \$ (0.0002)                     | \$ -             | \$ 0.1304              | \$ 0.3374        | \$ 0.0122         | \$ 0.3496              | \$ (0.0475)              | \$ 0.0989                | \$ 0.4010               | \$ 0.3944           | \$ 0.0066        |
|                       | 10 OUNCE       | \$ 0.1426        | \$ 0.0301                               | \$ (0.0002)                     | \$ -             | \$ 0.1087              | \$ 0.2812        | \$ 0.0102         | \$ 0.2914              | \$ (0.0396)              | \$ 0.0824                | \$ 0.3342               | \$ 0.3287           | \$ 0.0055        |
|                       | 1/2 PINT       | \$ 0.1141        | \$ 0.0248                               | \$ (0.0002)                     | \$ 0.0199        | \$ 0.0870              | \$ 0.2456        | \$ 0.0089         | \$ 0.2545              | \$ (0.0317)              | \$ 0.0660                | \$ 0.2888               | \$ 0.2839           | \$ 0.0049        |
|                       | 4 OUNCE        | \$ 0.0570        | \$ 0.0205                               | \$ (0.0001)                     | \$ 0.0271        | \$ 0.0435              | \$ 0.1480        | \$ 0.0054         | \$ 0.1534              | \$ (0.0158)              | \$ 0.0330                | \$ 0.1706               | \$ 0.1687           | \$ 0.0019        |
|                       | Bulk per Quart | \$ 0.4562        | \$ 0.0538                               | \$ (0.0006)                     | \$ 0.1195        | \$ 0.3478              | \$ 0.9767        | \$ 0.0354         | \$ 1.0121              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1492               | \$ 1.0497           | \$ 0.0995        |
| NON FAT (SKIM) MILK   | GALLON         | \$ 1.7251        | \$ 0.1761                               | \$ (0.0024)                     | \$ (0.0639)      | \$ 1.3912              | \$ 3.2261        | \$ 0.1170         | \$ 3.3431              | \$ (0.5068)              | \$ 1.0552                | \$ 3.8915               | \$ 3.8006           | \$ 0.0909        |
|                       | 1/2 GALLON     | \$ 0.8626        | \$ 0.1307                               | \$ (0.0012)                     | \$ (0.0419)      | \$ 0.6956              | \$ 1.6458        | \$ 0.0597         | \$ 1.7055              | \$ (0.2534)              | \$ 0.5276                | \$ 1.9797               | \$ 1.9293           | \$ 0.0504        |
|                       | QUART          | \$ 0.4313        | \$ 0.1176                               | \$ (0.0006)                     | \$ 0.0280        | \$ 0.3478              | \$ 0.9241        | \$ 0.0335         | \$ 0.9576              | \$ (0.1267)              | \$ 0.2638                | \$ 1.0947               | \$ 1.0741           | \$ 0.0206        |
|                       | PINT           | \$ 0.2156        | \$ 0.0891                               | \$ (0.0003)                     | \$ 0.0549        | \$ 0.1739              | \$ 0.5332        | \$ 0.0193         | \$ 0.5525              | \$ (0.0634)              | \$ 0.1319                | \$ 0.6210               | \$ 0.6173           | \$ 0.0037        |
|                       | 12 OUNCE       | \$ 0.1617        | \$ 0.0361                               | \$ (0.0002)                     | \$ -             | \$ 0.1304              | \$ 0.3280        | \$ 0.0119         | \$ 0.3399              | \$ (0.0475)              | \$ 0.0989                | \$ 0.3913               | \$ 0.3845           | \$ 0.0068        |
|                       | 10 OUNCE       | \$ 0.1348        | \$ 0.0301                               | \$ (0.0002)                     | \$ -             | \$ 0.1087              | \$ 0.2734        | \$ 0.0099         | \$ 0.2833              | \$ (0.0396)              | \$ 0.0824                | \$ 0.3261               | \$ 0.3204           | \$ 0.0057        |
|                       | 1/2 PINT       | \$ 0.1078        | \$ 0.0248                               | \$ (0.0002)                     | \$ 0.0199        | \$ 0.0870              | \$ 0.2393        | \$ 0.0087         | \$ 0.2480              | \$ (0.0317)              | \$ 0.0660                | \$ 0.2823               | \$ 0.2773           | \$ 0.0050        |
|                       | 4 OUNCE        | \$ 0.0539        | \$ 0.0205                               | \$ (0.0001)                     | \$ 0.0271        | \$ 0.0435              | \$ 0.1449        | \$ 0.0053         | \$ 0.1502              | \$ (0.0158)              | \$ 0.0330                | \$ 0.1674               | \$ 0.1654           | \$ 0.0020        |
|                       | Bulk per Quart | \$ 0.4313        | \$ 0.0538                               | \$ (0.0006)                     | \$ 0.1195        | \$ 0.3478              | \$ 0.9518        | \$ 0.0345         | \$ 0.9863              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1234               | \$ 1.0232           | \$ 0.1002        |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0018 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP**  
**DECEMBER 2020 MILK PRICES**

|                           | A<br>EX. 6     | B<br>EX. 3     | C<br>EXS. 7, 8 & 9 <sup>(1)</sup>       | D<br>EX. 10                     | E<br>EX. 2      | F<br>(A+B+C+D+E)       | G               | H<br>(F + G)      | I                      | J                        | K<br>(H + I + J)         | L                       | M<br>(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) |           |
| FLAVORED MILK             | GALLON         | \$ 2.2304      | \$ 0.1761                               | \$ (0.0024)                     | \$ (0.0639)     | \$ 1.3912              | \$ 3.7314       | \$ 0.1353         | \$ 3.8667              | \$ (0.5068)              | \$ 1.0552                | \$ 4.4151               | \$ 4.3376           | \$ 0.0775 |
|                           | 1/2 GALLON     | \$ 1.1152      | \$ 0.1307                               | \$ (0.0012)                     | \$ (0.0419)     | \$ 0.6956              | \$ 1.8984       | \$ 0.0689         | \$ 1.9673              | \$ (0.2534)              | \$ 0.5276                | \$ 2.2415               | \$ 2.1978           | \$ 0.0437 |
|                           | QUART          | \$ 0.5576      | \$ 0.1176                               | \$ (0.0006)                     | \$ 0.0280       | \$ 0.3478              | \$ 1.0504       | \$ 0.0381         | \$ 1.0885              | \$ (0.1267)              | \$ 0.2638                | \$ 1.2256               | \$ 1.2084           | \$ 0.0172 |
|                           | PINT           | \$ 0.2788      | \$ 0.0891                               | \$ (0.0003)                     | \$ 0.0549       | \$ 0.1739              | \$ 0.5964       | \$ 0.0216         | \$ 0.6180              | \$ (0.0634)              | \$ 0.1319                | \$ 0.6865               | \$ 0.6845           | \$ 0.0020 |
|                           | 12 OUNCE       | \$ 0.2091      | \$ 0.0361                               | \$ (0.0002)                     | \$ -            | \$ 0.1304              | \$ 0.3754       | \$ 0.0136         | \$ 0.3890              | \$ (0.0475)              | \$ 0.0989                | \$ 0.4404               | \$ 0.4348           | \$ 0.0056 |
|                           | 10 OUNCE       | \$ 0.1743      | \$ 0.0301                               | \$ (0.0002)                     | \$ -            | \$ 0.1087              | \$ 0.3129       | \$ 0.0113         | \$ 0.3242              | \$ (0.0396)              | \$ 0.0824                | \$ 0.3670               | \$ 0.3624           | \$ 0.0046 |
|                           | 1/2 PINT       | \$ 0.1394      | \$ 0.0248                               | \$ (0.0002)                     | \$ 0.0199       | \$ 0.0870              | \$ 0.2709       | \$ 0.0098         | \$ 0.2807              | \$ (0.0317)              | \$ 0.0660                | \$ 0.3150               | \$ 0.3109           | \$ 0.0041 |
|                           | 4 OUNCE        | \$ 0.0697      | \$ 0.0205                               | \$ (0.0001)                     | \$ 0.0271       | \$ 0.0435              | \$ 0.1607       | \$ 0.0058         | \$ 0.1665              | \$ (0.0158)              | \$ 0.0330                | \$ 0.1837               | \$ 0.1822           | \$ 0.0015 |
|                           | Bulk per Quart | \$ 0.5576      | \$ 0.0538                               | \$ (0.0006)                     | \$ 0.1195       | \$ 0.3478              | \$ 1.0781       | \$ 0.0391         | \$ 1.1172              | \$ (0.1267)              | \$ 0.2638                | \$ 1.2543               | \$ 1.1575           | \$ 0.0968 |
| FLAVORED REDUCED FAT MILK | GALLON         | \$ 1.9664      | \$ 0.1761                               | \$ (0.0024)                     | \$ (0.0639)     | \$ 1.3912              | \$ 3.4674       | \$ 0.1258         | \$ 3.5932              | \$ (0.5068)              | \$ 1.0552                | \$ 4.1416               | \$ 4.0607           | \$ 0.0809 |
|                           | 1/2 GALLON     | \$ 0.9832      | \$ 0.1307                               | \$ (0.0012)                     | \$ (0.0419)     | \$ 0.6956              | \$ 1.7664       | \$ 0.0641         | \$ 1.8305              | \$ (0.2534)              | \$ 0.5276                | \$ 2.1047               | \$ 2.0594           | \$ 0.0453 |
|                           | QUART          | \$ 0.4916      | \$ 0.1176                               | \$ (0.0006)                     | \$ 0.0280       | \$ 0.3478              | \$ 0.9844       | \$ 0.0357         | \$ 1.0201              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1572               | \$ 1.1392           | \$ 0.0180 |
|                           | PINT           | \$ 0.2458      | \$ 0.0891                               | \$ (0.0003)                     | \$ 0.0549       | \$ 0.1739              | \$ 0.5634       | \$ 0.0204         | \$ 0.5838              | \$ (0.0634)              | \$ 0.1319                | \$ 0.6523               | \$ 0.6498           | \$ 0.0025 |
|                           | 12 OUNCE       | \$ 0.1844      | \$ 0.0361                               | \$ (0.0002)                     | \$ -            | \$ 0.1304              | \$ 0.3507       | \$ 0.0127         | \$ 0.3634              | \$ (0.0475)              | \$ 0.0989                | \$ 0.4148               | \$ 0.4088           | \$ 0.0060 |
|                           | 10 OUNCE       | \$ 0.1536      | \$ 0.0301                               | \$ (0.0002)                     | \$ -            | \$ 0.1087              | \$ 0.2922       | \$ 0.0106         | \$ 0.3028              | \$ (0.0396)              | \$ 0.0824                | \$ 0.3456               | \$ 0.3407           | \$ 0.0049 |
|                           | 1/2 PINT       | \$ 0.1229      | \$ 0.0248                               | \$ (0.0002)                     | \$ 0.0199       | \$ 0.0870              | \$ 0.2544       | \$ 0.0092         | \$ 0.2636              | \$ (0.0317)              | \$ 0.0660                | \$ 0.2979               | \$ 0.2936           | \$ 0.0043 |
|                           | 4 OUNCE        | \$ 0.0615      | \$ 0.0205                               | \$ (0.0001)                     | \$ 0.0271       | \$ 0.0435              | \$ 0.1525       | \$ 0.0055         | \$ 0.1580              | \$ (0.0158)              | \$ 0.0330                | \$ 0.1752               | \$ 0.1735           | \$ 0.0017 |
|                           | Bulk per Quart | \$ 0.4916      | \$ 0.0538                               | \$ (0.0006)                     | \$ 0.1195       | \$ 0.3478              | \$ 1.0121       | \$ 0.0367         | \$ 1.0488              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1859               | \$ 1.0883           | \$ 0.0976 |
| FLAVORED NONFAT MILK      | GALLON         | \$ 1.8448      | \$ 0.1761                               | \$ (0.0024)                     | \$ (0.0639)     | \$ 1.3912              | \$ 3.3458       | \$ 0.1214         | \$ 3.4672              | \$ (0.5068)              | \$ 1.0552                | \$ 4.0156               | \$ 3.9273           | \$ 0.0883 |
|                           | 1/2 GALLON     | \$ 0.9224      | \$ 0.1307                               | \$ (0.0012)                     | \$ (0.0419)     | \$ 0.6956              | \$ 1.7056       | \$ 0.0619         | \$ 1.7675              | \$ (0.2534)              | \$ 0.5276                | \$ 2.0417               | \$ 1.9926           | \$ 0.0491 |
|                           | QUART          | \$ 0.4612      | \$ 0.1176                               | \$ (0.0006)                     | \$ 0.0280       | \$ 0.3478              | \$ 0.9540       | \$ 0.0346         | \$ 0.9886              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1257               | \$ 1.1058           | \$ 0.0199 |
|                           | PINT           | \$ 0.2306      | \$ 0.0891                               | \$ (0.0003)                     | \$ 0.0549       | \$ 0.1739              | \$ 0.5482       | \$ 0.0199         | \$ 0.5681              | \$ (0.0634)              | \$ 0.1319                | \$ 0.6366               | \$ 0.6332           | \$ 0.0034 |
|                           | 12 OUNCE       | \$ 0.1730      | \$ 0.0361                               | \$ (0.0002)                     | \$ -            | \$ 0.1304              | \$ 0.3393       | \$ 0.0123         | \$ 0.3516              | \$ (0.0475)              | \$ 0.0989                | \$ 0.4030               | \$ 0.3963           | \$ 0.0067 |
|                           | 10 OUNCE       | \$ 0.1441      | \$ 0.0301                               | \$ (0.0002)                     | \$ -            | \$ 0.1087              | \$ 0.2827       | \$ 0.0103         | \$ 0.2930              | \$ (0.0396)              | \$ 0.0824                | \$ 0.3358               | \$ 0.3303           | \$ 0.0055 |
|                           | 1/2 PINT       | \$ 0.1153      | \$ 0.0248                               | \$ (0.0002)                     | \$ 0.0199       | \$ 0.0870              | \$ 0.2468       | \$ 0.0090         | \$ 0.2558              | \$ (0.0317)              | \$ 0.0660                | \$ 0.2901               | \$ 0.2853           | \$ 0.0048 |
|                           | 4 OUNCE        | \$ 0.0577      | \$ 0.0205                               | \$ (0.0001)                     | \$ 0.0271       | \$ 0.0435              | \$ 0.1487       | \$ 0.0054         | \$ 0.1541              | \$ (0.0158)              | \$ 0.0330                | \$ 0.1713               | \$ 0.1693           | \$ 0.0020 |
|                           | Bulk per Quart | \$ 0.4612      | \$ 0.0538                               | \$ (0.0006)                     | \$ 0.1195       | \$ 0.3478              | \$ 0.9817       | \$ 0.0356         | \$ 1.0173              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1544               | \$ 1.0549           | \$ 0.0995 |
| BUTTERMILK                | GALLON         | \$ 1.9904      | \$ 0.1761                               | \$ (0.0024)                     | \$ (0.0639)     | \$ 1.3912              | \$ 3.4914       | \$ 0.1266         | \$ 3.6180              | \$ (0.5068)              | \$ 1.0552                | \$ 4.1664               | \$ 4.0862           | \$ 0.0802 |
|                           | 1/2 GALLON     | \$ 0.9952      | \$ 0.1307                               | \$ (0.0012)                     | \$ (0.0419)     | \$ 0.6956              | \$ 1.7784       | \$ 0.0645         | \$ 1.8429              | \$ (0.2534)              | \$ 0.5276                | \$ 2.1171               | \$ 2.0721           | \$ 0.0450 |
|                           | QUART          | \$ 0.4976      | \$ 0.1176                               | \$ (0.0006)                     | \$ 0.0280       | \$ 0.3478              | \$ 0.9904       | \$ 0.0359         | \$ 1.0263              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1634               | \$ 1.1455           | \$ 0.0179 |
|                           | PINT           | \$ 0.2488      | \$ 0.0891                               | \$ (0.0003)                     | \$ 0.0549       | \$ 0.1739              | \$ 0.5664       | \$ 0.0205         | \$ 0.5869              | \$ (0.0634)              | \$ 0.1319                | \$ 0.6554               | \$ 0.6531           | \$ 0.0023 |
|                           | 12 OUNCE       | \$ 0.1866      | \$ 0.0361                               | \$ (0.0002)                     | \$ -            | \$ 0.1304              | \$ 0.3529       | \$ 0.0128         | \$ 0.3657              | \$ (0.0475)              | \$ 0.0989                | \$ 0.4171               | \$ 0.4112           | \$ 0.0059 |
|                           | 10 OUNCE       | \$ 0.1555      | \$ 0.0301                               | \$ (0.0002)                     | \$ -            | \$ 0.1087              | \$ 0.2941       | \$ 0.0107         | \$ 0.3048              | \$ (0.0396)              | \$ 0.0824                | \$ 0.3476               | \$ 0.3427           | \$ 0.0049 |
|                           | 1/2 PINT       | \$ 0.1244      | \$ 0.0248                               | \$ (0.0002)                     | \$ 0.0199       | \$ 0.0870              | \$ 0.2559       | \$ 0.0093         | \$ 0.2652              | \$ (0.0317)              | \$ 0.0660                | \$ 0.2995               | \$ 0.2951           | \$ 0.0044 |
|                           | 4 OUNCE        | \$ 0.0622      | \$ 0.0205                               | \$ (0.0001)                     | \$ 0.0271       | \$ 0.0435              | \$ 0.1532       | \$ 0.0056         | \$ 0.1588              | \$ (0.0158)              | \$ 0.0330                | \$ 0.1760               | \$ 0.1743           | \$ 0.0017 |
|                           | Bulk per Quart | \$ 0.4976      | \$ 0.0538                               | \$ (0.0006)                     | \$ 0.1195       | \$ 0.3478              | \$ 1.0181       | \$ 0.0369         | \$ 1.0550              | \$ (0.1267)              | \$ 0.2638                | \$ 1.1921               | \$ 1.0946           | \$ 0.0975 |

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0018 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP  
DECEMBER 2020 MILK PRICES**

|                | A<br>EX. 6 | B<br>EX. 3     | C<br>EXS. 7, 8 & 9 <sup>(1)</sup>       | D<br>EX. 10                     | E<br>EX. 2      | F<br>(A+B+C+D+E)       | G               | H<br>(F + G)      | I                      | J                        | K<br>(H + I + J)         | L                       | M<br>(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         | \$ 3.1528 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 4.6538 | \$ 0.1688 | \$ 4.8226 | \$ (0.5068) | \$ 1.0552 | \$ 5.3710 | \$ 5.4792 | \$ (0.1082) |
|---------|----------------|-----------|-----------|-------------|-------------|-----------|-----------|-----------|-----------|-------------|-----------|-----------|-----------|-------------|
|         | 1/2 GALLON     | \$ 1.5764 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 2.3596 | \$ 0.0856 | \$ 2.4452 | \$ (0.2534) | \$ 0.5276 | \$ 2.7194 | \$ 2.7686 | \$ (0.0492) |
|         | QUART          | \$ 0.7882 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280   | \$ 0.3478 | \$ 1.2810 | \$ 0.0465 | \$ 1.3275 | \$ (0.1267) | \$ 0.2638 | \$ 1.4646 | \$ 1.4938 | \$ (0.0292) |
|         | PINT           | \$ 0.3941 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549   | \$ 0.1739 | \$ 0.7117 | \$ 0.0258 | \$ 0.7375 | \$ (0.0634) | \$ 0.1319 | \$ 0.8060 | \$ 0.8272 | \$ (0.0212) |
|         | 12 OUNCE       | \$ 0.2956 | \$ 0.0361 | \$ (0.0002) | \$ -        | \$ 0.1304 | \$ 0.4619 | \$ 0.0168 | \$ 0.4787 | \$ (0.0475) | \$ 0.0989 | \$ 0.5301 | \$ 0.5418 | \$ (0.0117) |
|         | 10 OUNCE       | \$ 0.2463 | \$ 0.0301 | \$ (0.0002) | \$ -        | \$ 0.1087 | \$ 0.3849 | \$ 0.0140 | \$ 0.3989 | \$ (0.0396) | \$ 0.0824 | \$ 0.4417 | \$ 0.4515 | \$ (0.0098) |
|         | 1/2 PINT       | \$ 0.1971 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199   | \$ 0.0870 | \$ 0.3286 | \$ 0.0119 | \$ 0.3405 | \$ (0.0317) | \$ 0.0660 | \$ 0.3748 | \$ 0.3823 | \$ (0.0075) |
|         | 4 OUNCE        | \$ 0.0985 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271   | \$ 0.0435 | \$ 0.1895 | \$ 0.0069 | \$ 0.1964 | \$ (0.0158) | \$ 0.0330 | \$ 0.2136 | \$ 0.2178 | \$ (0.0042) |
|         | Bulk per Quart | \$ 0.7882 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195   | \$ 0.3478 | \$ 1.3087 | \$ 0.0475 | \$ 1.3562 | \$ (0.1267) | \$ 0.2638 | \$ 1.4933 | \$ 1.4429 | \$ 0.0504   |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0018 per quart equivalent.

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

**RETAIL PRICE BUILDUP  
DECEMBER 2020 PRICES**

|                          | A<br>EX. 11                    | B                             | C                                 | D                       | E<br>(A+B+C+D)              | F                          | G<br>(E - F)           |
|--------------------------|--------------------------------|-------------------------------|-----------------------------------|-------------------------|-----------------------------|----------------------------|------------------------|
| Container<br>Size        | Proposed<br>Wholesale<br>Price | Deepest<br>Discount<br>15.00% | In-Store<br>Handling<br>\$ 0.1617 | Store<br>Profit<br>2.5% | Proposed<br>Retail<br>Price | Current<br>Retail<br>Price | Increase<br>(Decrease) |
| STANDARD (WHOLE)<br>MILK | GALLON                         | \$ 4.2837                     | \$ (0.6426)                       | \$ 0.6468               | \$ 0.1099                   | \$ 4.40                    | \$ 4.32 \$ 0.08        |
|                          | 1/2 GALLON                     | \$ 2.1758                     | \$ (0.3264)                       | \$ 0.3234               | \$ 0.0557                   | \$ 2.23                    | \$ 2.19 \$ 0.04        |
|                          | QUART                          | \$ 1.1927                     | \$ (0.1789)                       | \$ 0.1617               | \$ 0.0301                   | \$ 1.21                    | \$ 1.19 \$ 0.02        |
|                          | PINT                           | \$ 0.6701                     | \$ (0.1005)                       | \$ 0.0809               | \$ 0.0167                   | \$ 0.68                    | \$ 0.67 \$ 0.01        |
|                          | 12 OUNCE                       | \$ 0.4281                     | \$ (0.0642)                       | \$ 0.0606               | \$ 0.0109                   | \$ 0.44                    | \$ 0.43 \$ 0.01        |
|                          | 10 OUNCE                       | \$ 0.3567                     | \$ (0.0535)                       | \$ 0.0505               | \$ 0.0091                   | \$ 0.36                    | \$ 0.36 \$ -           |
|                          | 1/2 PINT                       | \$ 0.3068                     | \$ (0.0460)                       | \$ 0.0404               | \$ 0.0077                   | \$ 0.31                    | \$ 0.31 \$ -           |
|                          | 4 OUNCE                        | \$ 0.1796                     | \$ (0.0269)                       | \$ 0.0202               | \$ 0.0044                   | \$ 0.18                    | \$ 0.18 \$ -           |
|                          | Bulk per Quart                 | \$ 1.2215                     | \$ (0.1832)                       | \$ 0.1617               | \$ 0.0308                   | \$ 1.23                    | \$ 1.14 \$ 0.09        |
| REDUCED FAT (2%)<br>MILK | GALLON                         | \$ 4.1218                     | \$ (0.6183)                       | \$ 0.6468               | \$ 0.1064                   | \$ 4.26                    | \$ 4.18 \$ 0.08        |
|                          | 1/2 GALLON                     | \$ 2.0947                     | \$ (0.3142)                       | \$ 0.3234               | \$ 0.0539                   | \$ 2.16                    | \$ 2.11 \$ 0.05        |
|                          | QUART                          | \$ 1.1522                     | \$ (0.1728)                       | \$ 0.1617               | \$ 0.0293                   | \$ 1.17                    | \$ 1.15 \$ 0.02        |
|                          | PINT                           | \$ 0.6498                     | \$ (0.0975)                       | \$ 0.0809               | \$ 0.0162                   | \$ 0.65                    | \$ 0.65 \$ -           |
|                          | 12 OUNCE                       | \$ 0.4130                     | \$ (0.0620)                       | \$ 0.0606               | \$ 0.0106                   | \$ 0.42                    | \$ 0.42 \$ -           |
|                          | 10 OUNCE                       | \$ 0.3440                     | \$ (0.0516)                       | \$ 0.0505               | \$ 0.0088                   | \$ 0.35                    | \$ 0.35 \$ -           |
|                          | 1/2 PINT                       | \$ 0.2967                     | \$ (0.0445)                       | \$ 0.0404               | \$ 0.0075                   | \$ 0.30                    | \$ 0.30 \$ -           |
|                          | 4 OUNCE                        | \$ 0.1746                     | \$ (0.0262)                       | \$ 0.0202               | \$ 0.0043                   | \$ 0.18                    | \$ 0.18 \$ -           |
|                          | Bulk per Quart                 | \$ 1.1809                     | \$ (0.1771)                       | \$ 0.1617               | \$ 0.0299                   | \$ 1.20                    | \$ 1.11 \$ 0.09        |
| LOW FAT (1%)<br>MILK     | GALLON                         | \$ 3.9949                     | \$ (0.5992)                       | \$ 0.6468               | \$ 0.1037                   | \$ 4.15                    | \$ 4.07 \$ 0.08        |
|                          | 1/2 GALLON                     | \$ 2.0313                     | \$ (0.3047)                       | \$ 0.3234               | \$ 0.0526                   | \$ 2.10                    | \$ 2.06 \$ 0.04        |
|                          | QUART                          | \$ 1.1205                     | \$ (0.1681)                       | \$ 0.1617               | \$ 0.0286                   | \$ 1.14                    | \$ 1.13 \$ 0.01        |
|                          | PINT                           | \$ 0.6340                     | \$ (0.0951)                       | \$ 0.0809               | \$ 0.0159                   | \$ 0.64                    | \$ 0.64 \$ -           |
|                          | 12 OUNCE                       | \$ 0.4010                     | \$ (0.0602)                       | \$ 0.0606               | \$ 0.0103                   | \$ 0.41                    | \$ 0.41 \$ -           |
|                          | 10 OUNCE                       | \$ 0.3342                     | \$ (0.0501)                       | \$ 0.0505               | \$ 0.0086                   | \$ 0.34                    | \$ 0.34 \$ -           |
|                          | 1/2 PINT                       | \$ 0.2888                     | \$ (0.0433)                       | \$ 0.0404               | \$ 0.0073                   | \$ 0.29                    | \$ 0.29 \$ -           |
|                          | 4 OUNCE                        | \$ 0.1706                     | \$ (0.0256)                       | \$ 0.0202               | \$ 0.0042                   | \$ 0.18                    | \$ 0.17 \$ 0.01        |
|                          | Bulk per Quart                 | \$ 1.1492                     | \$ (0.1724)                       | \$ 0.1617               | \$ 0.0292                   | \$ 1.17                    | \$ 1.08 \$ 0.09        |
| NON FAT (SKIM)<br>MILK   | GALLON                         | \$ 3.8915                     | \$ (0.5837)                       | \$ 0.6468               | \$ 0.1014                   | \$ 4.06                    | \$ 3.98 \$ 0.08        |
|                          | 1/2 GALLON                     | \$ 1.9797                     | \$ (0.2970)                       | \$ 0.3234               | \$ 0.0514                   | \$ 2.06                    | \$ 2.01 \$ 0.05        |
|                          | QUART                          | \$ 1.0947                     | \$ (0.1642)                       | \$ 0.1617               | \$ 0.0280                   | \$ 1.12                    | \$ 1.10 \$ 0.02        |
|                          | PINT                           | \$ 0.6210                     | \$ (0.0932)                       | \$ 0.0809               | \$ 0.0156                   | \$ 0.63                    | \$ 0.62 \$ 0.01        |
|                          | 12 OUNCE                       | \$ 0.3913                     | \$ (0.0587)                       | \$ 0.0606               | \$ 0.0101                   | \$ 0.40                    | \$ 0.40 \$ -           |
|                          | 10 OUNCE                       | \$ 0.3261                     | \$ (0.0489)                       | \$ 0.0505               | \$ 0.0084                   | \$ 0.34                    | \$ 0.33 \$ 0.01        |
|                          | 1/2 PINT                       | \$ 0.2823                     | \$ (0.0423)                       | \$ 0.0404               | \$ 0.0072                   | \$ 0.29                    | \$ 0.28 \$ 0.01        |
|                          | 4 OUNCE                        | \$ 0.1674                     | \$ (0.0251)                       | \$ 0.0202               | \$ 0.0042                   | \$ 0.17                    | \$ 0.17 \$ -           |
|                          | Bulk per Quart                 | \$ 1.1234                     | \$ (0.1685)                       | \$ 0.1617               | \$ 0.0286                   | \$ 1.15                    | \$ 1.06 \$ 0.09        |

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

**RETAIL PRICE BUILDUP  
DECEMBER 2020 PRICES**

|                              | A<br>EX. 11                    | B                             | C                                 | D                       | E<br>(A+B+C+D)              | F                          | G<br>(E - F)           |         |
|------------------------------|--------------------------------|-------------------------------|-----------------------------------|-------------------------|-----------------------------|----------------------------|------------------------|---------|
| Container<br>Size            | Proposed<br>Wholesale<br>Price | Deepest<br>Discount<br>15.00% | In-Store<br>Handling<br>\$ 0.1617 | Store<br>Profit<br>2.5% | Proposed<br>Retail<br>Price | Current<br>Retail<br>Price | Increase<br>(Decrease) |         |
| FLAVORED MILK                | GALLON                         | \$ 4.4151                     | \$ (0.6623)                       | \$ 0.6468               | \$ 0.1128                   | \$ 4.51                    | \$ 4.44                | \$ 0.07 |
|                              | 1/2 GALLON                     | \$ 2.2415                     | \$ (0.3362)                       | \$ 0.3234               | \$ 0.0571                   | \$ 2.29                    | \$ 2.25                | \$ 0.04 |
|                              | QUART                          | \$ 1.2256                     | \$ (0.1838)                       | \$ 0.1617               | \$ 0.0309                   | \$ 1.23                    | \$ 1.22                | \$ 0.01 |
|                              | PINT                           | \$ 0.6865                     | \$ (0.1030)                       | \$ 0.0809               | \$ 0.0170                   | \$ 0.70                    | \$ 0.69                | \$ 0.01 |
|                              | 12 OUNCE                       | \$ 0.4404                     | \$ (0.0661)                       | \$ 0.0606               | \$ 0.0112                   | \$ 0.45                    | \$ 0.44                | \$ 0.01 |
|                              | 10 OUNCE                       | \$ 0.3670                     | \$ (0.0551)                       | \$ 0.0505               | \$ 0.0093                   | \$ 0.37                    | \$ 0.37                | \$ -    |
|                              | 1/2 PINT                       | \$ 0.3150                     | \$ (0.0473)                       | \$ 0.0404               | \$ 0.0079                   | \$ 0.32                    | \$ 0.32                | \$ -    |
|                              | 4 OUNCE                        | \$ 0.1837                     | \$ (0.0276)                       | \$ 0.0202               | \$ 0.0045                   | \$ 0.19                    | \$ 0.19                | \$ -    |
|                              | Bulk per Quart                 | \$ 1.2543                     | \$ (0.1881)                       | \$ 0.1617               | \$ 0.0315                   | \$ 1.26                    | \$ 1.17                | \$ 0.09 |
| FLAVORED<br>REDUCED FAT MILK | GALLON                         | \$ 4.1416                     | \$ (0.6212)                       | \$ 0.6468               | \$ 0.1069                   | \$ 4.27                    | \$ 4.20                | \$ 0.07 |
|                              | 1/2 GALLON                     | \$ 2.1047                     | \$ (0.3157)                       | \$ 0.3234               | \$ 0.0542                   | \$ 2.17                    | \$ 2.13                | \$ 0.04 |
|                              | QUART                          | \$ 1.1572                     | \$ (0.1736)                       | \$ 0.1617               | \$ 0.0294                   | \$ 1.17                    | \$ 1.16                | \$ 0.01 |
|                              | PINT                           | \$ 0.6523                     | \$ (0.0978)                       | \$ 0.0809               | \$ 0.0163                   | \$ 0.66                    | \$ 0.65                | \$ 0.01 |
|                              | 12 OUNCE                       | \$ 0.4148                     | \$ (0.0622)                       | \$ 0.0606               | \$ 0.0106                   | \$ 0.42                    | \$ 0.42                | \$ -    |
|                              | 10 OUNCE                       | \$ 0.3456                     | \$ (0.0518)                       | \$ 0.0505               | \$ 0.0088                   | \$ 0.35                    | \$ 0.35                | \$ -    |
|                              | 1/2 PINT                       | \$ 0.2979                     | \$ (0.0447)                       | \$ 0.0404               | \$ 0.0075                   | \$ 0.30                    | \$ 0.30                | \$ -    |
|                              | 4 OUNCE                        | \$ 0.1752                     | \$ (0.0263)                       | \$ 0.0202               | \$ 0.0043                   | \$ 0.19                    | \$ 0.18                | \$ 0.01 |
|                              | Bulk per Quart                 | \$ 1.1859                     | \$ (0.1779)                       | \$ 0.1617               | \$ 0.0300                   | \$ 1.20                    | \$ 1.11                | \$ 0.09 |
| FLAVORED<br>NONFAT MILK      | GALLON                         | \$ 4.0156                     | \$ (0.6023)                       | \$ 0.6468               | \$ 0.1041                   | \$ 4.16                    | \$ 4.09                | \$ 0.07 |
|                              | 1/2 GALLON                     | \$ 2.0417                     | \$ (0.3063)                       | \$ 0.3234               | \$ 0.0528                   | \$ 2.11                    | \$ 2.07                | \$ 0.04 |
|                              | QUART                          | \$ 1.1257                     | \$ (0.1689)                       | \$ 0.1617               | \$ 0.0287                   | \$ 1.15                    | \$ 1.13                | \$ 0.02 |
|                              | PINT                           | \$ 0.6366                     | \$ (0.0955)                       | \$ 0.0809               | \$ 0.0159                   | \$ 0.64                    | \$ 0.64                | \$ -    |
|                              | 12 OUNCE                       | \$ 0.4030                     | \$ (0.0605)                       | \$ 0.0606               | \$ 0.0103                   | \$ 0.41                    | \$ 0.41                | \$ -    |
|                              | 10 OUNCE                       | \$ 0.3358                     | \$ (0.0504)                       | \$ 0.0505               | \$ 0.0086                   | \$ 0.34                    | \$ 0.34                | \$ -    |
|                              | 1/2 PINT                       | \$ 0.2901                     | \$ (0.0435)                       | \$ 0.0404               | \$ 0.0074                   | \$ 0.30                    | \$ 0.29                | \$ 0.01 |
|                              | 4 OUNCE                        | \$ 0.1713                     | \$ (0.0257)                       | \$ 0.0202               | \$ 0.0043                   | \$ 0.18                    | \$ 0.17                | \$ 0.01 |
|                              | Bulk per Quart                 | \$ 1.1544                     | \$ (0.1732)                       | \$ 0.1617               | \$ 0.0293                   | \$ 1.17                    | \$ 1.09                | \$ 0.08 |
| BUTTERMILK                   | GALLON                         | \$ 4.1664                     | \$ (0.6250)                       | \$ 0.6468               | \$ 0.1074                   | \$ 4.30                    | \$ 4.23                | \$ 0.07 |
|                              | 1/2 GALLON                     | \$ 2.1171                     | \$ (0.3176)                       | \$ 0.3234               | \$ 0.0544                   | \$ 2.18                    | \$ 2.14                | \$ 0.04 |
|                              | QUART                          | \$ 1.1634                     | \$ (0.1745)                       | \$ 0.1617               | \$ 0.0295                   | \$ 1.18                    | \$ 1.16                | \$ 0.02 |
|                              | PINT                           | \$ 0.6554                     | \$ (0.0983)                       | \$ 0.0809               | \$ 0.0164                   | \$ 0.67                    | \$ 0.66                | \$ 0.01 |
|                              | 12 OUNCE                       | \$ 0.4171                     | \$ (0.0626)                       | \$ 0.0606               | \$ 0.0106                   | \$ 0.43                    | \$ 0.42                | \$ 0.01 |
|                              | 10 OUNCE                       | \$ 0.3476                     | \$ (0.0521)                       | \$ 0.0505               | \$ 0.0089                   | \$ 0.35                    | \$ 0.35                | \$ -    |
|                              | 1/2 PINT                       | \$ 0.2995                     | \$ (0.0449)                       | \$ 0.0404               | \$ 0.0076                   | \$ 0.30                    | \$ 0.30                | \$ -    |
|                              | 4 OUNCE                        | \$ 0.1760                     | \$ (0.0264)                       | \$ 0.0202               | \$ 0.0044                   | \$ 0.19                    | \$ 0.18                | \$ 0.01 |
|                              | Bulk per Quart                 | \$ 1.1921                     | \$ (0.1788)                       | \$ 0.1617               | \$ 0.0301                   | \$ 1.21                    | \$ 1.12                | \$ 0.09 |

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

**RETAIL PRICE BUILDUP  
DECEMBER 2020 PRICES**

|                       | A<br>EX. 11                    | B                             | C                                 | D                       | E<br>(A+B+C+D)              | F                          | G<br>(E - F)           |           |
|-----------------------|--------------------------------|-------------------------------|-----------------------------------|-------------------------|-----------------------------|----------------------------|------------------------|-----------|
| Container<br>Size     | Proposed<br>Wholesale<br>Price | Deepest<br>Discount<br>15.00% | In-Store<br>Handling<br>\$ 0.1617 | Store<br>Profit<br>2.5% | Proposed<br>Retail<br>Price | Current<br>Retail<br>Price | Increase<br>(Decrease) |           |
| <b>EGG NOG</b>        | <b>GALLON</b>                  | \$ 5.3710                     | \$ (0.8057)                       | \$ 0.6468               | \$ 0.1336                   | \$ 5.38                    | \$ 5.48                | \$ (0.10) |
|                       | <b>1/2 GALLON</b>              | \$ 2.7194                     | \$ (0.4079)                       | \$ 0.3234               | \$ 0.0676                   | \$ 2.73                    | \$ 2.77                | \$ (0.04) |
|                       | <b>QUART</b>                   | \$ 1.4646                     | \$ (0.2197)                       | \$ 0.1617               | \$ 0.0361                   | \$ 1.47                    | \$ 1.50                | \$ (0.03) |
|                       | <b>PINT</b>                    | \$ 0.8060                     | \$ (0.1209)                       | \$ 0.0809               | \$ 0.0196                   | \$ 0.82                    | \$ 0.83                | \$ (0.01) |
|                       | <b>12 OUNCE</b>                | \$ 0.5301                     | \$ (0.0795)                       | \$ 0.0606               | \$ 0.0131                   | \$ 0.54                    | \$ 0.55                | \$ (0.01) |
|                       | <b>10 OUNCE</b>                | \$ 0.4417                     | \$ (0.0663)                       | \$ 0.0505               | \$ 0.0109                   | \$ 0.45                    | \$ 0.46                | \$ (0.01) |
|                       | <b>1/2 PINT</b>                | \$ 0.3748                     | \$ (0.0562)                       | \$ 0.0404               | \$ 0.0092                   | \$ 0.38                    | \$ 0.39                | \$ (0.01) |
|                       | <b>4 OUNCE</b>                 | \$ 0.2136                     | \$ (0.0320)                       | \$ 0.0202               | \$ 0.0052                   | \$ 0.22                    | \$ 0.22                | \$ -      |
| <b>Bulk per Quart</b> | \$ 1.4933                      | \$ (0.2240)                   | \$ 0.1617                         | \$ 0.0367               | \$ 1.50                     | \$ 1.45                    | \$ 0.05                |           |