

Pennsylvania Milk Marketing Board
SALES IN MMB AREA 6 BY TYPE OF MILK

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 6 vs CRH cross-section dealers¹

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Standard Whole Milk	28.42	29.20
Reduced Fat 2%	34.21	31.34
Lowfat 1%	11.83	12.80
Nonfat	8.81	8.13
Flavored Milk	5.55	7.92
TOTALS	88.82	89.39

CRH Cross-Section Dealers, Area 6:

- DFA Dairy Brands Fluid, LLC - Sharpsville
- Galliker Dairy Company
- Ritchey's Dairy, Inc.
- Turner's Dairy Farms, Inc.
- Valley Farms Dairy, LLC

¹ Source: PMMB monthly dealer reports, 2020

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2020 DATA

Cost Center	Weighted Costs	Weighted Points	Weighted Cost per Point
Receiving, Lab & Field Work	\$ 1,268,257	70,575,025	\$ 0.0180
Standardization & Pasteurization	\$ 1,653,768	84,705,058	\$ 0.0195
Bottling	\$ 4,612,001	83,318,248	\$ 0.0554
Cold Room	\$ 4,077,415	92,641,651	\$ 0.0440
Delivery	\$ 16,326,054	91,300,508	\$ 0.1788
Selling	\$ 1,683,985	87,698,370	\$ 0.0192

Total Cost per Point **\$ 0.3349**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

CONTAINER COSTS
YEAR 2020 UNITS (@ APRIL 2021 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-2021) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 1,274,760	6,029,588	\$ 0.2114			
		Purchased	\$ 302,612	1,084,574	\$ 0.2790			
			\$ 1,577,372	7,114,162	\$ 0.2217	\$ 0.2781	1.98%	\$ 0.2836
1/2 GALLON	Plastic	Blow Molded	\$ 1,057,808	6,012,528	\$ 0.1759			
		Purchased	\$ 293,178	1,444,371	\$ 0.2030			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,350,986	7,456,899	\$ 0.1812	\$ 0.2105	1.97%	\$ 0.2146
QUART	Plastic	Purchased	\$ 324,104	1,394,986	\$ 0.2323			
	Paper	Purchased	\$ 953	10,531	\$ 0.0905			
	Combined		\$ 325,057	1,405,517	\$ 0.2313	\$ 0.2057	1.57%	\$ 0.2089
PINT	Plastic	Purchased	\$ 357,006	2,129,199	\$ 0.1677			
	Paper	Purchased	\$ 1,430	24,491	\$ 0.0584			
	Combined		\$ 358,436	2,153,690	\$ 0.1664	\$ 0.1712	1.62%	\$ 0.1740
12 Ounce ⁽¹⁾		Purchased			\$ 0.0367	\$ 0.0367		\$ 0.0367
10 Ounce ⁽¹⁾		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic ⁽¹⁾	Purchased	\$ -	-	\$ 0.0532	\$ 0.0532	0.92%	\$ 0.0537
	Paper	Purchased	\$ 732,228	25,441,117	\$ 0.0288	\$ 0.0301	0.85%	\$ 0.0304
4 Ounce	Paper	Purchased	\$ 20,951	760,167	\$ 0.0276	\$ 0.0276	1.53%	\$ 0.0280
Bulk Per Quart		Purchased	\$ 195,049	1,384,078	\$ 0.1409	\$ 0.1409	1.30%	\$ 0.1427

Footnote:

1. None of the Area 6 cross-section Dealers bottled price-Controlled product in this size container during Year 2020. The cost per unit presented is per a prior year.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2020 POUNDS (@ APRIL 2021 COSTS)

Product	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
Standard (Whole) Milk	\$ 1,142	29,343,531	\$ -
Reduced Fat (2%) Milk	\$ 3,812	28,692,408	\$ 0.0001
Low Fat (1%) Milk	\$ 1,765	13,962,530	\$ 0.0001
Non Fat (Skim) Milk	\$ 3,583	7,928,509	\$ 0.0005
Flavored Milk	\$ 339,307	9,452,339	\$ 0.0359
Flavored Reduced Fat Milk	\$ 257,897	6,393,804	\$ 0.0403
Flavored NONFAT Milk	\$ 67,612	2,082,404	\$ 0.0325
Buttermilk	\$ 9,803	350,821	\$ 0.0279
Egg Nog	\$ 19,621	134,916	\$ 0.1454

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2020 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	16,197,383	15,317,364	n/a	\$ 880,019	n/a	\$ 880,019	\$ 566,041
2 Bulk MILK - diverted	111,019,953	4,132,555	\$ 18,111,988	\$ 17,417,748	n/a	\$ (694,240)	\$ (194,086)
3 Bulk MILK - transferred	4,820,780	7,004	\$ 110,121	\$ 427,095	#DIV/0!	#DIV/0!	\$ 249,876
4 Bulk MILK - TOTAL (Row 2 + Row 3)	115,840,733	4,139,559	\$ 18,222,109	\$ 17,844,843	#DIV/0!	#DIV/0!	\$ 55,790
5 Bulk CREAM - transferred	26,016,977	11,078,167	\$ 22,040,647	\$ 20,221,990	#DIV/0!	#DIV/0!	\$ (60,994)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 566,041		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 55,790		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (60,994)		
9 Total	\$ 560,837	130,357,259	\$ 0.0043

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

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

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

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B x BF Rate)	(D x Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat Pounds	Butterfat Test (%)	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	29,343,531	963,539	3.2837%	28,379,992	\$ 2,082,304	\$ 4,801,895	\$ 6,884,199	\$ 0.2346	\$ -	\$ 0.0043	\$ 0.2389
Reduced Fat (2%) Milk	28,692,408	549,165	1.9140%	28,143,243	\$ 1,186,800	\$ 4,761,837	\$ 5,948,637	\$ 0.2073	\$ 0.0001	\$ 0.0043	\$ 0.2117
Low Fat (1%) Milk	13,962,530	132,924	0.9520%	13,829,606	\$ 287,262	\$ 2,339,969	\$ 2,627,231	\$ 0.1882	\$ 0.0001	\$ 0.0043	\$ 0.1926
Non Fat (Skim) Milk	7,928,509	9,882	0.1246%	7,918,627	\$ 21,356	\$ 1,339,832	\$ 1,361,188	\$ 0.1717	\$ 0.0005	\$ 0.0043	\$ 0.1765
Flavored Milk	9,452,339	310,195	3.2817%	9,142,144	\$ 670,362	\$ 1,546,851	\$ 2,217,213	\$ 0.2346	\$ 0.0359	\$ 0.0043	\$ 0.2748
Flavored Reduced Fat Milk	6,393,804	72,217	1.1295%	6,321,587	\$ 156,068	\$ 1,069,613	\$ 1,225,681	\$ 0.1917	\$ 0.0403	\$ 0.0043	\$ 0.2363
Flavored NONFAT Milk	2,082,404	3,185	0.1529%	2,079,219	\$ 6,883	\$ 351,804	\$ 358,687	\$ 0.1722	\$ 0.0325	\$ 0.0043	\$ 0.2090
Buttermilk	350,821	3,634	1.0359%	347,187	\$ 7,853	\$ 58,744	\$ 66,597	\$ 0.1898	\$ 0.0279	\$ 0.0043	\$ 0.2220
Egg Nog	134,916	8,343	6.1838%	126,573	\$ 18,030	\$ 21,416	\$ 39,446	\$ 0.2924	\$ 0.1454	\$ 0.0043	\$ 0.4421

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

**COST UPDATE ADJUSTMENT
1st HALF COMPARISON (Year 2021 vs. Year 2020)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1st HALF EXPENSES		1st HALF POINTS		1st HALF COST/POINTS		INCREASE
2021	2020	2021	2020	2021	2020	(DECREASE)

WEIGHTED LABOR COSTS	\$ 10,134,077	\$ 10,334,575	40,747,922	40,938,013	\$ 0.2487	\$ 0.2524	\$ (0.0037)
WEIGHTED UTILITY COSTS	\$ 459,994	\$ 465,800	40,747,922	40,938,013	\$ 0.0113	\$ 0.0114	\$ (0.0001)
WEIGHTED INSURANCE COST	\$ 433,321	\$ 239,888	40,747,922	40,938,013	\$ 0.0106	\$ 0.0059	\$ 0.0047

COST UPDATE ADJUSTMENT per BOTTLING POINT **\$ 0.0009**

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 6

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021

1. Weighted Diesel Fuel Costs - YEAR 2020	\$	2,055,621
2. Average On-Highway Diesel Price per Gallon - YEAR 2020 (1)	\$	2.806
3. On-Highway Diesel Price per Gallon - OCTOBER 2021 (1)	\$	3.730
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		32.93%
5. Presumed Diesel Fuel Costs - OCTOBER 2021 ((Line 1 X Line 4) + Line 1)	\$	<u>2,732,537</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021 (Line 5 - Line 1)	\$	676,916
7. Weighted Delivery Points - YEAR 2020		<u>91,300,508</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0074</u>

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

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 6

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2020 to AUGUST 2021

1. Weighted Heating Fuel Costs - YEAR 2020	\$	157,141
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2020 (1)	\$	7.99
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2021 (1)	\$	7.58
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		-5.13%
5. Presumed Heating Fuel Costs - AUGUST 2021 ((Line 1 X Line 4) + Line 1)	\$	<u>149,080</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1)	\$	(8,061)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020		<u>84,705,058</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>(0.0001)</u>

Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.
web address = https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6
YEAR 2020 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 6-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	7,114,162	\$ (0.09012)	\$ (0.01116)	\$ (0.1013)	\$ (720,665)
1/2 GALLON	7,456,899	\$ 0.01152	\$ (0.05388)	\$ (0.0424)	\$ (316,173)
QUART	1,405,517	\$ 0.06573	\$ 0.03951	\$ 0.1052	\$ 147,860
PINT	2,153,690	\$ 0.06752	\$ 0.06439	\$ 0.1319	\$ 284,072
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	25,441,117	\$ 0.01095	\$ 0.01318	\$ 0.0241	\$ 613,131
4 OUNCE	760,167	\$ 0.01731	\$ 0.01778	\$ 0.0351	\$ 26,682
Bulk per Quart	1,384,078	\$ 0.01861	\$ (0.04459)	\$ (0.0260)	\$ (35,986)
					\$ <u>(1,078)</u>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

WHOLESALE PRICE BUILDUP
DECEMBER 2021 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0545	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.6244	\$ 0.1276	\$ 3.7520	\$ (0.5640)	\$ 0.9864	\$ 4.1744	\$ 4.1577	\$ 0.0167
	1/2 GALLON	\$ 1.0273	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.8933	\$ 0.0666	\$ 1.9599	\$ (0.2820)	\$ 0.4932	\$ 2.1711	\$ 2.1473	\$ 0.0238
	QUART	\$ 0.5136	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.1746	\$ 0.0413	\$ 1.2159	\$ (0.1410)	\$ 0.2466	\$ 1.3215	\$ 1.3352	\$ (0.0137)
	PINT	\$ 0.2568	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7362	\$ 0.0259	\$ 0.7621	\$ (0.0705)	\$ 0.1233	\$ 0.8149	\$ 0.8038	\$ 0.0111
	12 OUNCE	\$ 0.1926	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3594	\$ 0.0126	\$ 0.3720	\$ (0.0529)	\$ 0.0925	\$ 0.4116	\$ 0.4112	\$ 0.0004
	10 OUNCE	\$ 0.1605	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3277	\$ 0.0115	\$ 0.3392	\$ (0.0441)	\$ 0.0771	\$ 0.3722	\$ 0.3717	\$ 0.0005
	1/2 PINT	\$ 0.1284	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2696	\$ 0.0095	\$ 0.2791	\$ (0.0353)	\$ 0.0617	\$ 0.3055	\$ 0.3044	\$ 0.0011
	4 OUNCE	\$ 0.0642	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1707	\$ 0.0060	\$ 0.1767	\$ (0.0177)	\$ 0.0309	\$ 0.1899	\$ 0.1873	\$ 0.0026
	Bulk per Quart	\$ 0.5136	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.9772	\$ 0.0344	\$ 1.0116	\$ (0.1410)	\$ 0.2466	\$ 1.1172	\$ 1.1496	\$ (0.0324)
REDUCED FAT (2%) MILK	GALLON	\$ 1.8249	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.3948	\$ 0.1195	\$ 3.5143	\$ (0.5640)	\$ 0.9864	\$ 3.9367	\$ 3.9226	\$ 0.0141
	1/2 GALLON	\$ 0.9124	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.7784	\$ 0.0626	\$ 1.8410	\$ (0.2820)	\$ 0.4932	\$ 2.0522	\$ 2.0298	\$ 0.0224
	QUART	\$ 0.4562	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.1172	\$ 0.0393	\$ 1.1565	\$ (0.1410)	\$ 0.2466	\$ 1.2621	\$ 1.2764	\$ (0.0143)
	PINT	\$ 0.2281	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7075	\$ 0.0249	\$ 0.7324	\$ (0.0705)	\$ 0.1233	\$ 0.7852	\$ 0.7744	\$ 0.0108
	12 OUNCE	\$ 0.1707	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3375	\$ 0.0119	\$ 0.3494	\$ (0.0529)	\$ 0.0925	\$ 0.3890	\$ 0.3891	\$ (0.0001)
	10 OUNCE	\$ 0.1426	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3098	\$ 0.0109	\$ 0.3207	\$ (0.0441)	\$ 0.0771	\$ 0.3537	\$ 0.3534	\$ 0.0003
	1/2 PINT	\$ 0.1141	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2553	\$ 0.0090	\$ 0.2643	\$ (0.0353)	\$ 0.0617	\$ 0.2907	\$ 0.2897	\$ 0.0010
	4 OUNCE	\$ 0.0570	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1635	\$ 0.0058	\$ 0.1693	\$ (0.0177)	\$ 0.0309	\$ 0.1825	\$ 0.1800	\$ 0.0025
	Bulk per Quart	\$ 0.4562	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.9198	\$ 0.0324	\$ 0.9522	\$ (0.1410)	\$ 0.2466	\$ 1.0578	\$ 1.0908	\$ (0.0330)
LOWFAT (1%) MILK	GALLON	\$ 1.6602	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.2301	\$ 0.1137	\$ 3.3438	\$ (0.5640)	\$ 0.9864	\$ 3.7662	\$ 3.7459	\$ 0.0203
	1/2 GALLON	\$ 0.8301	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.6961	\$ 0.0597	\$ 1.7558	\$ (0.2820)	\$ 0.4932	\$ 1.9670	\$ 1.9415	\$ 0.0255
	QUART	\$ 0.4151	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.0761	\$ 0.0379	\$ 1.1140	\$ (0.1410)	\$ 0.2466	\$ 1.2196	\$ 1.2322	\$ (0.0126)
	PINT	\$ 0.2075	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.6869	\$ 0.0242	\$ 0.7111	\$ (0.0705)	\$ 0.1233	\$ 0.7639	\$ 0.7524	\$ 0.0115
	12 OUNCE	\$ 0.1556	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3224	\$ 0.0113	\$ 0.3337	\$ (0.0529)	\$ 0.0925	\$ 0.3733	\$ 0.3725	\$ 0.0008
	10 OUNCE	\$ 0.1297	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.2969	\$ 0.0104	\$ 0.3073	\$ (0.0441)	\$ 0.0771	\$ 0.3403	\$ 0.3395	\$ 0.0008
	1/2 PINT	\$ 0.1038	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2450	\$ 0.0086	\$ 0.2536	\$ (0.0353)	\$ 0.0617	\$ 0.2800	\$ 0.2786	\$ 0.0014
	4 OUNCE	\$ 0.0519	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1584	\$ 0.0056	\$ 0.1640	\$ (0.0177)	\$ 0.0309	\$ 0.1772	\$ 0.1745	\$ 0.0027
	Bulk per Quart	\$ 0.4151	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.8787	\$ 0.0309	\$ 0.9096	\$ (0.1410)	\$ 0.2466	\$ 1.0152	\$ 1.0466	\$ (0.0314)
NONFAT (SKIM) MILK	GALLON	\$ 1.5232	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.0931	\$ 0.1089	\$ 3.2020	\$ (0.5640)	\$ 0.9864	\$ 3.6244	\$ 3.6041	\$ 0.0203
	1/2 GALLON	\$ 0.7616	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.6276	\$ 0.0573	\$ 1.6849	\$ (0.2820)	\$ 0.4932	\$ 1.8961	\$ 1.8706	\$ 0.0255
	QUART	\$ 0.3808	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.0418	\$ 0.0367	\$ 1.0785	\$ (0.1410)	\$ 0.2466	\$ 1.1841	\$ 1.1968	\$ (0.0127)
	PINT	\$ 0.1904	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.6698	\$ 0.0236	\$ 0.6934	\$ (0.0705)	\$ 0.1233	\$ 0.7462	\$ 0.7346	\$ 0.0116
	12 OUNCE	\$ 0.1428	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3096	\$ 0.0109	\$ 0.3205	\$ (0.0529)	\$ 0.0925	\$ 0.3601	\$ 0.3593	\$ 0.0008
	10 OUNCE	\$ 0.1190	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.2862	\$ 0.0101	\$ 0.2963	\$ (0.0441)	\$ 0.0771	\$ 0.3293	\$ 0.3284	\$ 0.0009
	1/2 PINT	\$ 0.0952	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2364	\$ 0.0083	\$ 0.2447	\$ (0.0353)	\$ 0.0617	\$ 0.2711	\$ 0.2698	\$ 0.0013
	4 OUNCE	\$ 0.0476	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1541	\$ 0.0054	\$ 0.1595	\$ (0.0177)	\$ 0.0309	\$ 0.1727	\$ 0.1700	\$ 0.0027
	Bulk per Quart	\$ 0.3808	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.8444	\$ 0.0297	\$ 0.8741	\$ (0.1410)	\$ 0.2466	\$ 0.9797	\$ 1.0112	\$ (0.0315)

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

WHOLESALE PRICE BUILDUP
DECEMBER 2021 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.1984	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.7683	\$ 0.1326	\$ 3.9009	\$ (0.5640)	\$ 0.9864	\$ 4.3233	\$ 4.3011	\$ 0.0222
	1/2 GALLON	\$ 1.0992	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.9652	\$ 0.0692	\$ 2.0344	\$ (0.2820)	\$ 0.4932	\$ 2.2456	\$ 2.2191	\$ 0.0265
	QUART	\$ 0.5496	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.2106	\$ 0.0426	\$ 1.2532	\$ (0.1410)	\$ 0.2466	\$ 1.3588	\$ 1.3710	\$ (0.0122)
	PINT	\$ 0.2748	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7542	\$ 0.0265	\$ 0.7807	\$ (0.0705)	\$ 0.1233	\$ 0.8335	\$ 0.8217	\$ 0.0118
	12 OUNCE	\$ 0.2061	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3729	\$ 0.0131	\$ 0.3860	\$ (0.0529)	\$ 0.0925	\$ 0.4256	\$ 0.4246	\$ 0.0010
	10 OUNCE	\$ 0.1718	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3390	\$ 0.0119	\$ 0.3509	\$ (0.0441)	\$ 0.0771	\$ 0.3839	\$ 0.3829	\$ 0.0010
	1/2 PINT	\$ 0.1374	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2786	\$ 0.0098	\$ 0.2884	\$ (0.0353)	\$ 0.0617	\$ 0.3148	\$ 0.3134	\$ 0.0014
	4 OUNCE	\$ 0.0687	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1752	\$ 0.0062	\$ 0.1814	\$ (0.0177)	\$ 0.0309	\$ 0.1946	\$ 0.1919	\$ 0.0027
	Bulk per Quart	\$ 0.5496	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 1.0132	\$ 0.0357	\$ 1.0489	\$ (0.1410)	\$ 0.2466	\$ 1.1545	\$ 1.1854	\$ (0.0309)
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8904	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.4603	\$ 0.1218	\$ 3.5821	\$ (0.5640)	\$ 0.9864	\$ 4.0045	\$ 3.9690	\$ 0.0355
	1/2 GALLON	\$ 0.9452	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.8112	\$ 0.0637	\$ 1.8749	\$ (0.2820)	\$ 0.4932	\$ 2.0861	\$ 2.0530	\$ 0.0331
	QUART	\$ 0.4726	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.1336	\$ 0.0399	\$ 1.1735	\$ (0.1410)	\$ 0.2466	\$ 1.2791	\$ 1.2880	\$ (0.0089)
	PINT	\$ 0.2363	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7157	\$ 0.0252	\$ 0.7409	\$ (0.0705)	\$ 0.1233	\$ 0.7937	\$ 0.7802	\$ 0.0135
	12 OUNCE	\$ 0.1772	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3440	\$ 0.0121	\$ 0.3561	\$ (0.0529)	\$ 0.0925	\$ 0.3957	\$ 0.3935	\$ 0.0022
	10 OUNCE	\$ 0.1477	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3149	\$ 0.0111	\$ 0.3260	\$ (0.0441)	\$ 0.0771	\$ 0.3590	\$ 0.3570	\$ 0.0020
	1/2 PINT	\$ 0.1182	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2594	\$ 0.0091	\$ 0.2685	\$ (0.0353)	\$ 0.0617	\$ 0.2949	\$ 0.2925	\$ 0.0024
	4 OUNCE	\$ 0.0591	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1656	\$ 0.0058	\$ 0.1714	\$ (0.0177)	\$ 0.0309	\$ 0.1846	\$ 0.1815	\$ 0.0031
	Bulk per Quart	\$ 0.4726	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.9362	\$ 0.0330	\$ 0.9692	\$ (0.1410)	\$ 0.2466	\$ 1.0748	\$ 1.1024	\$ (0.0276)
FLAVORED NONFAT MILK	GALLON	\$ 1.6720	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.2419	\$ 0.1141	\$ 3.3560	\$ (0.5640)	\$ 0.9864	\$ 3.7784	\$ 3.7735	\$ 0.0049
	1/2 GALLON	\$ 0.8360	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.7020	\$ 0.0599	\$ 1.7619	\$ (0.2820)	\$ 0.4932	\$ 1.9731	\$ 1.9553	\$ 0.0178
	QUART	\$ 0.4180	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.0790	\$ 0.0380	\$ 1.1170	\$ (0.1410)	\$ 0.2466	\$ 1.2226	\$ 1.2391	\$ (0.0165)
	PINT	\$ 0.2090	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.6884	\$ 0.0242	\$ 0.7126	\$ (0.0705)	\$ 0.1233	\$ 0.7654	\$ 0.7558	\$ 0.0096
	12 OUNCE	\$ 0.1568	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3236	\$ 0.0114	\$ 0.3350	\$ (0.0529)	\$ 0.0925	\$ 0.3746	\$ 0.3752	\$ (0.0006)
	10 OUNCE	\$ 0.1306	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.2978	\$ 0.0105	\$ 0.3083	\$ (0.0441)	\$ 0.0771	\$ 0.3413	\$ 0.3417	\$ (0.0004)
	1/2 PINT	\$ 0.1045	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2457	\$ 0.0086	\$ 0.2543	\$ (0.0353)	\$ 0.0617	\$ 0.2807	\$ 0.2803	\$ 0.0004
	4 OUNCE	\$ 0.0523	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1588	\$ 0.0056	\$ 0.1644	\$ (0.0177)	\$ 0.0309	\$ 0.1776	\$ 0.1754	\$ 0.0022
	Bulk per Quart	\$ 0.4180	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.8816	\$ 0.0310	\$ 0.9126	\$ (0.1410)	\$ 0.2466	\$ 1.0182	\$ 1.0535	\$ (0.0353)
BUTTERMILK	GALLON	\$ 1.9136	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 3.4835	\$ 0.1226	\$ 3.6061	\$ (0.5640)	\$ 0.9864	\$ 4.0285	\$ 4.1181	\$ (0.0896)
	1/2 GALLON	\$ 0.9568	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 1.8228	\$ 0.0642	\$ 1.8870	\$ (0.2820)	\$ 0.4932	\$ 2.0982	\$ 2.1276	\$ (0.0294)
	QUART	\$ 0.4784	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.1394	\$ 0.0401	\$ 1.1795	\$ (0.1410)	\$ 0.2466	\$ 1.2851	\$ 1.3253	\$ (0.0402)
	PINT	\$ 0.2392	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.7186	\$ 0.0253	\$ 0.7439	\$ (0.0705)	\$ 0.1233	\$ 0.7967	\$ 0.7989	\$ (0.0022)
	12 OUNCE	\$ 0.1794	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.3462	\$ 0.0122	\$ 0.3584	\$ (0.0529)	\$ 0.0925	\$ 0.3980	\$ 0.4074	\$ (0.0094)
	10 OUNCE	\$ 0.1495	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.3167	\$ 0.0111	\$ 0.3278	\$ (0.0441)	\$ 0.0771	\$ 0.3608	\$ 0.3686	\$ (0.0078)
	1/2 PINT	\$ 0.1196	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.2608	\$ 0.0092	\$ 0.2700	\$ (0.0353)	\$ 0.0617	\$ 0.2964	\$ 0.3019	\$ (0.0055)
	4 OUNCE	\$ 0.0598	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.1663	\$ 0.0059	\$ 0.1722	\$ (0.0177)	\$ 0.0309	\$ 0.1854	\$ 0.1861	\$ (0.0007)
	Bulk per Quart	\$ 0.4784	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 0.9420	\$ 0.0332	\$ 0.9752	\$ (0.1410)	\$ 0.2466	\$ 1.0808	\$ 1.1397	\$ (0.0589)

Footnote:

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

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2021 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 3.5368	\$ 0.2836	\$ 0.0480	\$ (0.1013)	\$ 1.3396	\$ 5.1067	\$ 0.1797	\$ 5.2864	\$ (0.5640)	\$ 0.9864	\$ 5.7088	\$ 5.8713	\$ (0.1625)
	1/2 GALLON	\$ 1.7684	\$ 0.2146	\$ 0.0240	\$ (0.0424)	\$ 0.6698	\$ 2.6344	\$ 0.0927	\$ 2.7271	\$ (0.2820)	\$ 0.4932	\$ 2.9383	\$ 3.0042	\$ (0.0659)
	QUART	\$ 0.8842	\$ 0.2089	\$ 0.0120	\$ 0.1052	\$ 0.3349	\$ 1.5452	\$ 0.0544	\$ 1.5996	\$ (0.1410)	\$ 0.2466	\$ 1.7052	\$ 1.7636	\$ (0.0584)
	PINT	\$ 0.4421	\$ 0.1740	\$ 0.0060	\$ 0.1319	\$ 0.1675	\$ 0.9215	\$ 0.0324	\$ 0.9539	\$ (0.0705)	\$ 0.1233	\$ 1.0067	\$ 1.0180	\$ (0.0113)
	12 OUNCE	\$ 0.3316	\$ 0.0367	\$ 0.0045	\$ -	\$ 0.1256	\$ 0.4984	\$ 0.0175	\$ 0.5159	\$ (0.0529)	\$ 0.0925	\$ 0.5555	\$ 0.5718	\$ (0.0163)
	10 OUNCE	\$ 0.2763	\$ 0.0587	\$ 0.0038	\$ -	\$ 0.1047	\$ 0.4435	\$ 0.0156	\$ 0.4591	\$ (0.0441)	\$ 0.0771	\$ 0.4921	\$ 0.5056	\$ (0.0135)
	1/2 PINT	\$ 0.2211	\$ 0.0304	\$ 0.0030	\$ 0.0241	\$ 0.0837	\$ 0.3623	\$ 0.0128	\$ 0.3751	\$ (0.0353)	\$ 0.0617	\$ 0.4015	\$ 0.4115	\$ (0.0100)
	4 OUNCE	\$ 0.1105	\$ 0.0280	\$ 0.0015	\$ 0.0351	\$ 0.0419	\$ 0.2170	\$ 0.0076	\$ 0.2246	\$ (0.0177)	\$ 0.0309	\$ 0.2378	\$ 0.2409	\$ (0.0031)
	Bulk per Quart	\$ 0.8842	\$ 0.1427	\$ 0.0120	\$ (0.0260)	\$ 0.3349	\$ 1.3478	\$ 0.0474	\$ 1.3952	\$ (0.1410)	\$ 0.2466	\$ 1.5008	\$ 1.5780	\$ (0.0772)

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
DECEMBER 2021 MILK PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1608	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.1744	\$ (0.5218)	\$ 0.6432	\$ 0.1192	\$ 4.42	\$ 4.40	\$ 0.02
	1/2 GALLON	\$ 2.1711	\$ (0.2714)	\$ 0.3216	\$ 0.0616	\$ 2.28	\$ 2.26	\$ 0.02
	QUART	\$ 1.3215	\$ (0.1652)	\$ 0.1608	\$ 0.0365	\$ 1.35	\$ 1.37	\$ (0.02)
	PINT	\$ 0.8149	\$ (0.1019)	\$ 0.0804	\$ 0.0220	\$ 0.82	\$ 0.81	\$ 0.01
	12 OUNCE	\$ 0.4116	\$ (0.0515)	\$ 0.0603	\$ 0.0117	\$ 0.43	\$ 0.43	\$ -
	10 OUNCE	\$ 0.3722	\$ (0.0465)	\$ 0.0503	\$ 0.0104	\$ 0.39	\$ 0.39	\$ -
	1/2 PINT	\$ 0.3055	\$ (0.0382)	\$ 0.0402	\$ 0.0085	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1899	\$ (0.0237)	\$ 0.0201	\$ 0.0052	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1172	\$ (0.1397)	\$ 0.1608	\$ 0.0316	\$ 1.17	\$ 1.20	\$ (0.03)
REDUCED FAT (2%) MILK	GALLON	\$ 3.9367	\$ (0.4921)	\$ 0.6432	\$ 0.1134	\$ 4.20	\$ 4.19	\$ 0.01
	1/2 GALLON	\$ 2.0522	\$ (0.2565)	\$ 0.3216	\$ 0.0588	\$ 2.18	\$ 2.16	\$ 0.02
	QUART	\$ 1.2621	\$ (0.1578)	\$ 0.1608	\$ 0.0351	\$ 1.30	\$ 1.31	\$ (0.01)
	PINT	\$ 0.7852	\$ (0.0982)	\$ 0.0804	\$ 0.0213	\$ 0.79	\$ 0.78	\$ 0.01
	12 OUNCE	\$ 0.3890	\$ (0.0486)	\$ 0.0603	\$ 0.0111	\$ 0.41	\$ 0.41	\$ -
	10 OUNCE	\$ 0.3537	\$ (0.0442)	\$ 0.0503	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2907	\$ (0.0363)	\$ 0.0402	\$ 0.0082	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1825	\$ (0.0228)	\$ 0.0201	\$ 0.0050	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.0578	\$ (0.1322)	\$ 0.1608	\$ 0.0301	\$ 1.12	\$ 1.15	\$ (0.03)
LOWFAT (1%) MILK	GALLON	\$ 3.7662	\$ (0.4708)	\$ 0.6432	\$ 0.1093	\$ 4.05	\$ 4.03	\$ 0.02
	1/2 GALLON	\$ 1.9670	\$ (0.2459)	\$ 0.3216	\$ 0.0567	\$ 2.10	\$ 2.08	\$ 0.02
	QUART	\$ 1.2196	\$ (0.1525)	\$ 0.1608	\$ 0.0341	\$ 1.26	\$ 1.27	\$ (0.01)
	PINT	\$ 0.7639	\$ (0.0955)	\$ 0.0804	\$ 0.0208	\$ 0.77	\$ 0.76	\$ 0.01
	12 OUNCE	\$ 0.3733	\$ (0.0467)	\$ 0.0603	\$ 0.0107	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3403	\$ (0.0425)	\$ 0.0503	\$ 0.0097	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2800	\$ (0.0350)	\$ 0.0402	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1772	\$ (0.0222)	\$ 0.0201	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0152	\$ (0.1269)	\$ 0.1608	\$ 0.0291	\$ 1.08	\$ 1.11	\$ (0.03)
NONFAT (SKIM) MILK	GALLON	\$ 3.6244	\$ (0.4531)	\$ 0.6432	\$ 0.1058	\$ 3.92	\$ 3.90	\$ 0.02
	1/2 GALLON	\$ 1.8961	\$ (0.2370)	\$ 0.3216	\$ 0.0550	\$ 2.04	\$ 2.01	\$ 0.03
	QUART	\$ 1.1841	\$ (0.1480)	\$ 0.1608	\$ 0.0332	\$ 1.23	\$ 1.24	\$ (0.01)
	PINT	\$ 0.7462	\$ (0.0933)	\$ 0.0804	\$ 0.0203	\$ 0.75	\$ 0.74	\$ 0.01
	12 OUNCE	\$ 0.3601	\$ (0.0450)	\$ 0.0603	\$ 0.0104	\$ 0.39	\$ 0.39	\$ -
	10 OUNCE	\$ 0.3293	\$ (0.0412)	\$ 0.0503	\$ 0.0094	\$ 0.35	\$ 0.35	\$ -
	1/2 PINT	\$ 0.2711	\$ (0.0339)	\$ 0.0402	\$ 0.0077	\$ 0.29	\$ 0.28	\$ 0.01
	4 OUNCE	\$ 0.1727	\$ (0.0216)	\$ 0.0201	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 0.9797	\$ (0.1225)	\$ 0.1608	\$ 0.0282	\$ 1.05	\$ 1.07	\$ (0.02)

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
DECEMBER 2021 MILK PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1608	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3233	\$ (0.5404)	\$ 0.6432	\$ 0.1228	\$ 4.55	\$ 4.53	\$ 0.02
	1/2 GALLON	\$ 2.2456	\$ (0.2807)	\$ 0.3216	\$ 0.0634	\$ 2.35	\$ 2.33	\$ 0.02
	QUART	\$ 1.3588	\$ (0.1699)	\$ 0.1608	\$ 0.0375	\$ 1.39	\$ 1.40	\$ (0.01)
	PINT	\$ 0.8335	\$ (0.1042)	\$ 0.0804	\$ 0.0225	\$ 0.84	\$ 0.83	\$ 0.01
	12 OUNCE	\$ 0.4256	\$ (0.0532)	\$ 0.0603	\$ 0.0120	\$ 0.44	\$ 0.44	\$ -
	10 OUNCE	\$ 0.3839	\$ (0.0480)	\$ 0.0503	\$ 0.0107	\$ 0.40	\$ 0.40	\$ -
	1/2 PINT	\$ 0.3148	\$ (0.0394)	\$ 0.0402	\$ 0.0088	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1946	\$ (0.0243)	\$ 0.0201	\$ 0.0053	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.1545	\$ (0.1443)	\$ 0.1608	\$ 0.0325	\$ 1.20	\$ 1.23	\$ (0.03)
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.0045	\$ (0.5006)	\$ 0.6432	\$ 0.1151	\$ 4.26	\$ 4.23	\$ 0.03
	1/2 GALLON	\$ 2.0861	\$ (0.2608)	\$ 0.3216	\$ 0.0596	\$ 2.21	\$ 2.18	\$ 0.03
	QUART	\$ 1.2791	\$ (0.1599)	\$ 0.1608	\$ 0.0355	\$ 1.32	\$ 1.32	\$ -
	PINT	\$ 0.7937	\$ (0.0992)	\$ 0.0804	\$ 0.0215	\$ 0.80	\$ 0.79	\$ 0.01
	12 OUNCE	\$ 0.3957	\$ (0.0495)	\$ 0.0603	\$ 0.0113	\$ 0.42	\$ 0.42	\$ -
	10 OUNCE	\$ 0.3590	\$ (0.0449)	\$ 0.0503	\$ 0.0101	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2949	\$ (0.0369)	\$ 0.0402	\$ 0.0083	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1846	\$ (0.0231)	\$ 0.0201	\$ 0.0050	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.0748	\$ (0.1344)	\$ 0.1608	\$ 0.0306	\$ 1.13	\$ 1.16	\$ (0.03)
FLAVORED NONFAT MILK	GALLON	\$ 3.7784	\$ (0.4723)	\$ 0.6432	\$ 0.1096	\$ 4.06	\$ 4.05	\$ 0.01
	1/2 GALLON	\$ 1.9731	\$ (0.2466)	\$ 0.3216	\$ 0.0568	\$ 2.10	\$ 2.09	\$ 0.01
	QUART	\$ 1.2226	\$ (0.1528)	\$ 0.1608	\$ 0.0341	\$ 1.26	\$ 1.28	\$ (0.02)
	PINT	\$ 0.7654	\$ (0.0957)	\$ 0.0804	\$ 0.0208	\$ 0.77	\$ 0.76	\$ 0.01
	12 OUNCE	\$ 0.3746	\$ (0.0468)	\$ 0.0603	\$ 0.0108	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3413	\$ (0.0427)	\$ 0.0503	\$ 0.0097	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2807	\$ (0.0351)	\$ 0.0402	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1776	\$ (0.0222)	\$ 0.0201	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0182	\$ (0.1273)	\$ 0.1608	\$ 0.0292	\$ 1.08	\$ 1.11	\$ (0.03)
BUTTERMILK	GALLON	\$ 4.0285	\$ (0.5036)	\$ 0.6432	\$ 0.1157	\$ 4.28	\$ 4.36	\$ (0.08)
	1/2 GALLON	\$ 2.0982	\$ (0.2623)	\$ 0.3216	\$ 0.0599	\$ 2.22	\$ 2.24	\$ (0.02)
	QUART	\$ 1.2851	\$ (0.1606)	\$ 0.1608	\$ 0.0357	\$ 1.32	\$ 1.36	\$ (0.04)
	PINT	\$ 0.7967	\$ (0.0996)	\$ 0.0804	\$ 0.0216	\$ 0.80	\$ 0.80	\$ -
	12 OUNCE	\$ 0.3980	\$ (0.0498)	\$ 0.0603	\$ 0.0113	\$ 0.42	\$ 0.43	\$ (0.01)
	10 OUNCE	\$ 0.3608	\$ (0.0451)	\$ 0.0503	\$ 0.0102	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.2964	\$ (0.0371)	\$ 0.0402	\$ 0.0083	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1854	\$ (0.0232)	\$ 0.0201	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.0808	\$ (0.1351)	\$ 0.1608	\$ 0.0307	\$ 1.14	\$ 1.19	\$ (0.05)

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

**RETAIL PRICE BUILDUP
DECEMBER 2021 MILK PRICES**

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