

**Pennsylvania Milk Marketing Board**  
**SALES IN MMB AREA 3 BY TYPE OF MILK**

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 3 vs CRH cross-section dealers<sup>1</sup>

<b>Item</b>	<b>All Dealer Sales (%)</b>	<b>CRH Cross-section Sales (%)</b>
Standard Whole Milk	41.00	44.95
Reduced Fat 2%	29.44	30.58
Lowfat 1%	9.17	9.44
Reduced Fat Flavored 2%	5.67	4.50
Nonfat	5.23	4.57
<b>TOTALS</b>	<b>90.51</b>	<b>94.04</b>

CRH Cross-Section Dealers, Area 3:

- Clover Farms Dairy Company
- Dan Ed Corporation
- DFA Dairy Brands Fluid, LLC – Lebanon
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Monroe County Milk Producers Association
- Valley Farms Dairy, LLC

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<sup>1</sup> Source: PMMB monthly dealer reports, 2021

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

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY  
YEAR 2021 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>	\$ 2,303,639	113,170,438	\$ 0.0204
<b>Standardization &amp; Pasteurization</b>	\$ 3,193,606	129,407,946	\$ 0.0247
<b>Bottling</b>	\$ 5,209,008	133,124,893	\$ 0.0391
<b>Cold Room</b>	\$ 6,655,589	145,266,027	\$ 0.0458
<b>Delivery</b>	\$ 13,767,343	122,136,793	\$ 0.1127
<b>Selling</b>	\$ 3,517,278	135,353,735	\$ 0.0260

**Total Cost per Point** **\$ 0.2687**

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

**CONTAINER COSTS  
YEAR 2021 UNITS (@ APRIL 2022 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 FEB-2023) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 848,103	4,608,002	\$ 0.1841			
		Purchased	\$ 2,977,880	12,276,303	\$ 0.2426			
			\$ 3,825,983	16,884,305	\$ 0.2266	\$ 0.2024	1.39%	\$ 0.2052
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 2,489,344	14,278,192	\$ 0.1743			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,489,344	14,278,192	\$ 0.1743	\$ 0.1640	1.22%	\$ 0.1660
QUART	Plastic	Purchased	\$ 542,410	2,947,511	\$ 0.1840			
	Paper	Purchased	\$ 4,193	42,994	\$ 0.0975			
	Combined		\$ 546,603	2,990,505	\$ 0.1828	\$ 0.1873	1.57%	\$ 0.1902
PINT	Plastic	Purchased	\$ 181,368	1,417,278	\$ 0.1280			
	Paper	Purchased	\$ 37,508	638,402	\$ 0.0588			
	Combined		\$ 218,876	2,055,680	\$ 0.1065	\$ 0.1120	1.62%	\$ 0.1138
12 Ounce <sup>(1)</sup>		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce <sup>(1)</sup>		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic	Purchased	\$ 452	5,400	\$ 0.0652	\$ 0.0652	0.92%	\$ 0.0658
	Paper	Purchased	\$ 880,602	34,479,703	\$ 0.0255	\$ 0.0326	0.85%	\$ 0.0329
4 Ounce	Paper	Purchased	\$ 9,812	317,982	\$ 0.0309	\$ 0.0309	1.53%	\$ 0.0314
Bulk Per Quart		Purchased	\$ 63,022	815,668	\$ 0.0773	\$ 0.0773	1.30%	\$ 0.0783

Footnote:

1. None of the Area 3 cross-section Dealers bottled price-Controlled product in this size container during Year 2021. The cost per unit presented is per a prior year.

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

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER**  
**YEAR 2021 POUNDS (@ APRIL 2022 COSTS)**

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 1,166	105,300,571	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 4,955	69,878,376	\$ <b>0.0001</b>
<b>Low Fat (1%) Milk</b>	\$ 2,015	21,820,036	\$ <b>0.0001</b>
<b>Non Fat (Skim) Milk</b>	\$ 3,835	9,489,422	\$ <b>0.0004</b>
<b>Flavored Milk</b>	\$ 196,463	4,361,183	\$ <b>0.0450</b>
<b>Flavored Reduced Fat Milk</b>	\$ 356,271	9,610,336	\$ <b>0.0371</b>
<b>Flavored NONFAT Milk</b>	\$ 134,414	4,264,255	\$ <b>0.0315</b>
<b>Buttermilk</b>	\$ 571	47,896	\$ <b>0.0119</b>
<b>Egg Nog</b>	\$ 83,513	349,930	\$ <b>0.2387</b>

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES  
YEAR 2021 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>	14,417,891	377,467	n/a	\$ 2,242,203	n/a	\$ 2,242,203 \$ 445,658
2	<b>Bulk MILK - diverted</b>	7,200,987	302,424	\$ 1,291,474	\$ 1,255,082	n/a	\$ (36,392) \$ (31,830)
3	<b>Bulk MILK - transferred</b>	22,548,252	762,241	\$ 4,431,724	\$ 3,775,530	\$ 771,733	\$ 115,539 \$ 90,924
4	<b>Bulk MILK - TOTAL (Rows 2 + 3)</b>	29,749,239	1,064,665	\$ 5,723,198	\$ 5,030,612	\$ 771,733	\$ 79,147 \$ 59,094
5	<b>Bulk CREAM - transferred</b>	26,946,330	11,540,672	\$ 24,833,933	\$ 23,219,703	\$ 820,871	\$ (793,359) \$ (429,297)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	<b>Shrinkage (Row 1)</b>	\$ 445,658	
7	<b>Bulk MILK (Profit)/Loss (Row 4)</b>	\$ 59,094	
8	<b>Bulk CREAM (Profit)/Loss (Row 5)</b>	\$ (429,297)	
9	<b>Total</b>	\$ 75,455	231,106,140 \$ <b>0.0003</b>

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

**MILK COSTS BEFORE PACKAGING  
FEBRUARY 2023 MILK COSTS**

	<b>Class I</b>
Skim Rate	\$ 16.26
Butterfat Rate	\$ 2.7638

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>	105,300,571	3,447,043	3.2735%	101,853,528	\$ 9,526,937	\$ 16,561,384	\$ 26,088,321	\$ 0.2478	\$ -	\$ 0.0003	\$ <b>0.2481</b>
<b>Reduced Fat (2%) Milk</b>	69,878,376	1,334,529	1.9098%	68,543,847	\$ 3,688,371	\$ 11,145,230	\$ 14,833,601	\$ 0.2123	\$ 0.0001	\$ 0.0003	\$ <b>0.2127</b>
<b>Low Fat (1%) Milk</b>	21,820,036	203,007	0.9304%	21,617,029	\$ 561,071	\$ 3,514,929	\$ 4,076,000	\$ 0.1868	\$ 0.0001	\$ 0.0003	\$ <b>0.1872</b>
<b>Non Fat (Skim) Milk</b>	9,489,422	7,774	0.0819%	9,481,648	\$ 21,486	\$ 1,541,716	\$ 1,563,202	\$ 0.1647	\$ 0.0004	\$ 0.0003	\$ <b>0.1654</b>
<b>Flavored Milk</b>	4,361,183	142,944	3.2776%	4,218,239	\$ 395,069	\$ 685,886	\$ 1,080,955	\$ 0.2479	\$ 0.0450	\$ 0.0003	\$ <b>0.2932</b>
<b>Flavored Reduced Fat Milk</b>	9,610,336	121,250	1.2617%	9,489,086	\$ 335,111	\$ 1,542,925	\$ 1,878,036	\$ 0.1954	\$ 0.0371	\$ 0.0003	\$ <b>0.2328</b>
<b>Flavored NONFAT Milk</b>	4,264,255	5,748	0.1348%	4,258,507	\$ 15,886	\$ 692,433	\$ 708,319	\$ 0.1661	\$ 0.0315	\$ 0.0003	\$ <b>0.1979</b>
<b>Buttermilk</b>	47,896	1,821	3.8020%	46,075	\$ 5,033	\$ 7,492	\$ 12,525	\$ 0.2615	\$ 0.0119	\$ 0.0003	\$ <b>0.2737</b>
<b>Egg Nog</b>	349,930	24,022	6.8648%	325,908	\$ 66,392	\$ 52,993	\$ 119,385	\$ 0.3412	\$ 0.2387	\$ 0.0003	\$ <b>0.5802</b>

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

**COST UPDATE ADJUSTMENT  
1ST HALF COMPARISON (Year 2022 vs. Year 2021)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 <sup>ST</sup> HALF COSTS		1 <sup>ST</sup> HALF POINTS <sup>(1)</sup>		1 <sup>ST</sup> HALF COST per POINT		INCREASE (DECREASE)
2022	2021	2022	2021	2022	2021	

<b>WEIGHTED LABOR COSTS</b>	\$ 10,174,047	\$ 9,754,635	71,114,572	74,559,156	\$ 0.1431	\$ 0.1308	\$ 0.0123
<b>WEIGHTED UTILITY COSTS</b>	\$ 716,982	\$ 577,711	71,114,572	74,559,156	\$ 0.0101	\$ 0.0077	\$ 0.0024
<b>WEIGHTED INSURANCE COSTS</b>	\$ 641,642	\$ 607,567	71,114,572	74,559,156	\$ 0.0090	\$ 0.0081	\$ 0.0009

**COST UPDATE ADJUSTMENT per BOTTLING POINT     \$ 0.0156**

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 3

### Diesel Fuel Costs Adjustment

#### Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$	1,508,332
2. Average On-Highway Diesel Price per Gallon - YEAR 2021 (1)	\$	3.431
3. On-Highway Diesel Price per Gallon - DECEMBER 2022 (1)	\$	5.459
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		59.11%
5. Presumed Diesel Fuel Costs - DECEMBER 2022 ((Line 1 X Line 4) + Line 1)	\$	<u>2,399,879</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$	891,547
7. Weighted Delivery Points - YEAR 2021		<u>122,136,793</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u><u>0.0073</u></u></b>

## Footnote:

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



# PENNSYLVANIA MILK MARKETING BOARD

## MILK MARKETING AREA 3

### Heating Fuel Costs Adjustment

#### Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	295,209
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2021 (1)	\$	8.34
3. Pennsylvania Average Natural Gas Price - Industrial - OCTOBER 2022 (1)	\$	12.67
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		51.92%
5. Presumed Heating Fuel Costs - OCTOBER 2022 ((Line 1 X Line 4) + Line 1)	\$	<u>448,482</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	153,273
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>129,407,946</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>0.0012</u></b>

## 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](https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm)

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**  
**YEAR 2021 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

	(A)	(B)	(C)	(D)	(E)	(F)
					<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 3 Container Sales (Units)	Adjustment per UNIT			Dollar Effect	
		Bottling	Cold Room & Delivery	Total		
GALLON	16,884,305	\$ (0.05181)	\$ 0.00148	<b>\$ (0.0503)</b>	\$ (849,281)	
1/2 GALLON	14,278,192	\$ 0.01301	\$ (0.03076)	<b>\$ (0.0178)</b>	\$ (254,152)	
QUART	2,990,505	\$ 0.06010	\$ (0.00109)	<b>\$ 0.0590</b>	\$ 176,440	
PINT	2,055,680	\$ 0.01207	\$ 0.02188	<b>\$ 0.0340</b>	\$ 69,893	
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -	
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -	
1/2 PINT	34,485,103	\$ 0.01156	\$ 0.01097	<b>\$ 0.0225</b>	\$ 775,915	
4 OUNCE	317,982	\$ 0.02111	\$ 0.01437	<b>\$ 0.0355</b>	\$ 11,288	
Bulk per Quart	815,668	\$ 0.09680	\$ (0.01258)	<b>\$ 0.0842</b>	\$ 68,679	
					<u>\$ (1,218)</u>	

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

**WHOLESALE PRICE BUILDUP  
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1337	\$ 0.2052	\$ 0.1108	\$ (0.0503)	\$ 1.0748	\$ 3.4742	\$ 0.1223	\$ 3.5965	\$ (0.4992)	\$ 0.9448	\$ 4.0421	\$ 4.0753	\$ (0.0332)
	1/2 GALLON	\$ 1.0668	\$ 0.1660	\$ 0.0554	\$ (0.0178)	\$ 0.5374	\$ 1.8078	\$ 0.0636	\$ 1.8714	\$ (0.2496)	\$ 0.4724	\$ 2.0942	\$ 2.1182	\$ (0.0240)
	QUART	<b>\$ 0.5334</b>	<b>\$ 0.1902</b>	<b>\$ 0.0277</b>	<b>\$ 0.0590</b>	<b>\$ 0.2687</b>	<b>\$ 1.0790</b>	<b>\$ 0.0380</b>	<b>\$ 1.1170</b>	<b>\$ (0.1248)</b>	<b>\$ 0.2362</b>	<b>\$ 1.2284</b>	<b>\$ 1.2472</b>	<b>\$ (0.0188)</b>
	PINT	\$ 0.2667	\$ 0.1138	\$ 0.0139	\$ 0.0340	\$ 0.1344	\$ 0.5628	\$ 0.0198	\$ 0.5826	\$ (0.0624)	\$ 0.1181	\$ 0.6383	\$ 0.6499	\$ (0.0116)
	12 OUNCE	\$ 0.2000	\$ 0.0630	\$ 0.0104	\$ -	\$ 0.1008	\$ 0.3742	\$ 0.0132	\$ 0.3874	\$ (0.0468)	\$ 0.0886	\$ 0.4292	\$ 0.4308	\$ (0.0016)
	10 OUNCE	\$ 0.1667	\$ 0.0587	\$ 0.0087	\$ -	\$ 0.0840	\$ 0.3181	\$ 0.0112	\$ 0.3293	\$ (0.0390)	\$ 0.0738	\$ 0.3641	\$ 0.3654	\$ (0.0013)
	1/2 PINT	\$ 0.1334	\$ 0.0329	\$ 0.0069	\$ 0.0225	\$ 0.0672	\$ 0.2629	\$ 0.0093	\$ 0.2722	\$ (0.0312)	\$ 0.0591	\$ 0.3001	\$ 0.2987	\$ 0.0014
	4 OUNCE	\$ 0.0667	\$ 0.0314	\$ 0.0035	\$ 0.0355	\$ 0.0336	\$ 0.1707	\$ 0.0060	\$ 0.1767	\$ (0.0156)	\$ 0.0295	\$ 0.1906	\$ 0.1840	\$ 0.0066
	Bulk per Quart	\$ 0.5334	\$ 0.0783	\$ 0.0277	\$ 0.0842	\$ 0.2687	\$ 0.9923	\$ 0.0349	\$ 1.0272	\$ (0.1248)	\$ 0.2362	\$ 1.1386	\$ 1.0811	\$ 0.0575
REDUCED FAT (2%) MILK	GALLON	\$ 1.8335	\$ 0.2052	\$ 0.1108	\$ (0.0503)	\$ 1.0748	\$ 3.1740	\$ 0.1117	\$ 3.2857	\$ (0.4992)	\$ 0.9448	\$ 3.7313	\$ 3.7789	\$ (0.0476)
	1/2 GALLON	\$ 0.9167	\$ 0.1660	\$ 0.0554	\$ (0.0178)	\$ 0.5374	\$ 1.6577	\$ 0.0583	\$ 1.7160	\$ (0.2496)	\$ 0.4724	\$ 1.9388	\$ 1.9700	\$ (0.0312)
	QUART	\$ 0.4584	\$ 0.1902	\$ 0.0277	\$ 0.0590	\$ 0.2687	\$ 1.0040	\$ 0.0353	\$ 1.0393	\$ (0.1248)	\$ 0.2362	\$ 1.1507	\$ 1.1731	\$ (0.0224)
	PINT	\$ 0.2292	\$ 0.1138	\$ 0.0139	\$ 0.0340	\$ 0.1344	\$ 0.5253	\$ 0.0185	\$ 0.5438	\$ (0.0624)	\$ 0.1181	\$ 0.5995	\$ 0.6128	\$ (0.0133)
	12 OUNCE	\$ 0.1719	\$ 0.0630	\$ 0.0104	\$ -	\$ 0.1008	\$ 0.3461	\$ 0.0122	\$ 0.3583	\$ (0.0468)	\$ 0.0886	\$ 0.4001	\$ 0.4031	\$ (0.0030)
	10 OUNCE	\$ 0.1432	\$ 0.0587	\$ 0.0087	\$ -	\$ 0.0840	\$ 0.2946	\$ 0.0104	\$ 0.3050	\$ (0.0390)	\$ 0.0738	\$ 0.3398	\$ 0.3423	\$ (0.0025)
	1/2 PINT	\$ 0.1146	\$ 0.0329	\$ 0.0069	\$ 0.0225	\$ 0.0672	\$ 0.2441	\$ 0.0086	\$ 0.2527	\$ (0.0312)	\$ 0.0591	\$ 0.2806	\$ 0.2802	\$ 0.0004
	4 OUNCE	\$ 0.0573	\$ 0.0314	\$ 0.0035	\$ 0.0355	\$ 0.0336	\$ 0.1613	\$ 0.0057	\$ 0.1670	\$ (0.0156)	\$ 0.0295	\$ 0.1809	\$ 0.1748	\$ 0.0061
	Bulk per Quart	\$ 0.4584	\$ 0.0783	\$ 0.0277	\$ 0.0842	\$ 0.2687	\$ 0.9173	\$ 0.0323	\$ 0.9496	\$ (0.1248)	\$ 0.2362	\$ 1.0610	\$ 1.0069	\$ 0.0541
LOW FAT (1%) MILK	GALLON	\$ 1.6137	\$ 0.2052	\$ 0.1108	\$ (0.0503)	\$ 1.0748	\$ 2.9542	\$ 0.1040	\$ 3.0582	\$ (0.4992)	\$ 0.9448	\$ 3.5038	\$ 3.5505	\$ (0.0467)
	1/2 GALLON	\$ 0.8068	\$ 0.1660	\$ 0.0554	\$ (0.0178)	\$ 0.5374	\$ 1.5478	\$ 0.0545	\$ 1.6023	\$ (0.2496)	\$ 0.4724	\$ 1.8251	\$ 1.8557	\$ (0.0306)
	QUART	\$ 0.4034	\$ 0.1902	\$ 0.0277	\$ 0.0590	\$ 0.2687	\$ 0.9490	\$ 0.0334	\$ 0.9824	\$ (0.1248)	\$ 0.2362	\$ 1.0938	\$ 1.1161	\$ (0.0223)
	PINT	\$ 0.2017	\$ 0.1138	\$ 0.0139	\$ 0.0340	\$ 0.1344	\$ 0.4978	\$ 0.0175	\$ 0.5153	\$ (0.0624)	\$ 0.1181	\$ 0.5710	\$ 0.5843	\$ (0.0133)
	12 OUNCE	\$ 0.1513	\$ 0.0630	\$ 0.0104	\$ -	\$ 0.1008	\$ 0.3255	\$ 0.0115	\$ 0.3370	\$ (0.0468)	\$ 0.0886	\$ 0.3788	\$ 0.3817	\$ (0.0029)
	10 OUNCE	\$ 0.1261	\$ 0.0587	\$ 0.0087	\$ -	\$ 0.0840	\$ 0.2775	\$ 0.0098	\$ 0.2873	\$ (0.0390)	\$ 0.0738	\$ 0.3221	\$ 0.3244	\$ (0.0023)
	1/2 PINT	\$ 0.1009	\$ 0.0329	\$ 0.0069	\$ 0.0225	\$ 0.0672	\$ 0.2304	\$ 0.0081	\$ 0.2385	\$ (0.0312)	\$ 0.0591	\$ 0.2664	\$ 0.2659	\$ 0.0005
	4 OUNCE	\$ 0.0504	\$ 0.0314	\$ 0.0035	\$ 0.0355	\$ 0.0336	\$ 0.1544	\$ 0.0054	\$ 0.1598	\$ (0.0156)	\$ 0.0295	\$ 0.1737	\$ 0.1676	\$ 0.0061
	Bulk per Quart	\$ 0.4034	\$ 0.0783	\$ 0.0277	\$ 0.0842	\$ 0.2687	\$ 0.8623	\$ 0.0304	\$ 0.8927	\$ (0.1248)	\$ 0.2362	\$ 1.0041	\$ 0.9499	\$ 0.0542
NON FAT (SKIM) MILK	GALLON	\$ 1.4274	\$ 0.2052	\$ 0.1108	\$ (0.0503)	\$ 1.0748	\$ 2.7679	\$ 0.0974	\$ 2.8653	\$ (0.4992)	\$ 0.9448	\$ 3.3109	\$ 3.3452	\$ (0.0343)
	1/2 GALLON	\$ 0.7137	\$ 0.1660	\$ 0.0554	\$ (0.0178)	\$ 0.5374	\$ 1.4547	\$ 0.0512	\$ 1.5059	\$ (0.2496)	\$ 0.4724	\$ 1.7287	\$ 1.7531	\$ (0.0244)
	QUART	\$ 0.3569	\$ 0.1902	\$ 0.0277	\$ 0.0590	\$ 0.2687	\$ 0.9025	\$ 0.0318	\$ 0.9343	\$ (0.1248)	\$ 0.2362	\$ 1.0457	\$ 1.0647	\$ (0.0190)
	PINT	\$ 0.1784	\$ 0.1138	\$ 0.0139	\$ 0.0340	\$ 0.1344	\$ 0.4745	\$ 0.0167	\$ 0.4912	\$ (0.0624)	\$ 0.1181	\$ 0.5469	\$ 0.5586	\$ (0.0117)
	12 OUNCE	\$ 0.1338	\$ 0.0630	\$ 0.0104	\$ -	\$ 0.1008	\$ 0.3080	\$ 0.0108	\$ 0.3188	\$ (0.0468)	\$ 0.0886	\$ 0.3606	\$ 0.3624	\$ (0.0018)
	10 OUNCE	\$ 0.1115	\$ 0.0587	\$ 0.0087	\$ -	\$ 0.0840	\$ 0.2629	\$ 0.0093	\$ 0.2722	\$ (0.0390)	\$ 0.0738	\$ 0.3070	\$ 0.3084	\$ (0.0014)
	1/2 PINT	\$ 0.0892	\$ 0.0329	\$ 0.0069	\$ 0.0225	\$ 0.0672	\$ 0.2187	\$ 0.0077	\$ 0.2264	\$ (0.0312)	\$ 0.0591	\$ 0.2543	\$ 0.2531	\$ 0.0012
	4 OUNCE	\$ 0.0446	\$ 0.0314	\$ 0.0035	\$ 0.0355	\$ 0.0336	\$ 0.1486	\$ 0.0052	\$ 0.1538	\$ (0.0156)	\$ 0.0295	\$ 0.1677	\$ 0.1612	\$ 0.0065
	Bulk per Quart	\$ 0.3569	\$ 0.0783	\$ 0.0277	\$ 0.0842	\$ 0.2687	\$ 0.8158	\$ 0.0287	\$ 0.8445	\$ (0.1248)	\$ 0.2362	\$ 0.9559	\$ 0.8986	\$ 0.0573

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**

**MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP  
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
<b>FLAVORED MILK</b>	GALLON	\$ 2.3456	\$ 0.2052	\$ 0.1108	\$ (0.0503)	\$ 1.0748	\$ 3.6861	\$ 0.1297	\$ 3.8158	\$ (0.4992)	\$ 0.9448	\$ 4.2614	\$ 4.2785	\$ (0.0171)
	1/2 GALLON	\$ 1.1728	\$ 0.1660	\$ 0.0554	\$ (0.0178)	\$ 0.5374	\$ 1.9138	\$ 0.0674	\$ 1.9812	\$ (0.2496)	\$ 0.4724	\$ 2.2040	\$ 2.2198	\$ (0.0158)
	QUART	\$ 0.5864	\$ 0.1902	\$ 0.0277	\$ 0.0590	\$ 0.2687	\$ 1.1320	\$ 0.0398	\$ 1.1718	\$ (0.1248)	\$ 0.2362	\$ 1.2832	\$ 1.2980	\$ (0.0148)
	PINT	\$ 0.2932	\$ 0.1138	\$ 0.0139	\$ 0.0340	\$ 0.1344	\$ 0.5893	\$ 0.0207	\$ 0.6100	\$ (0.0624)	\$ 0.1181	\$ 0.6657	\$ 0.6753	\$ (0.0096)
	12 OUNCE	\$ 0.2199	\$ 0.0630	\$ 0.0104	\$ -	\$ 0.1008	\$ 0.3941	\$ 0.0139	\$ 0.4080	\$ (0.0468)	\$ 0.0886	\$ 0.4498	\$ 0.4499	\$ (0.0001)
	10 OUNCE	\$ 0.1833	\$ 0.0587	\$ 0.0087	\$ -	\$ 0.0840	\$ 0.3347	\$ 0.0118	\$ 0.3465	\$ (0.0390)	\$ 0.0738	\$ 0.3813	\$ 0.3813	\$ -
	1/2 PINT	\$ 0.1466	\$ 0.0329	\$ 0.0069	\$ 0.0225	\$ 0.0672	\$ 0.2761	\$ 0.0097	\$ 0.2858	\$ (0.0312)	\$ 0.0591	\$ 0.3137	\$ 0.3114	\$ 0.0023
	4 OUNCE	\$ 0.0733	\$ 0.0314	\$ 0.0035	\$ 0.0355	\$ 0.0336	\$ 0.1773	\$ 0.0062	\$ 0.1835	\$ (0.0156)	\$ 0.0295	\$ 0.1974	\$ 0.1904	\$ 0.0070
	Bulk per Quart	\$ 0.5864	\$ 0.0783	\$ 0.0277	\$ 0.0842	\$ 0.2687	\$ 1.0453	\$ 0.0368	\$ 1.0821	\$ (0.1248)	\$ 0.2362	\$ 1.1935	\$ 1.1319	\$ 0.0616
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 1.8624	\$ 0.2052	\$ 0.1108	\$ (0.0503)	\$ 1.0748	\$ 3.2029	\$ 0.1127	\$ 3.3156	\$ (0.4992)	\$ 0.9448	\$ 3.7612	\$ 3.8056	\$ (0.0444)
	1/2 GALLON	\$ 0.9312	\$ 0.1660	\$ 0.0554	\$ (0.0178)	\$ 0.5374	\$ 1.6722	\$ 0.0589	\$ 1.7311	\$ (0.2496)	\$ 0.4724	\$ 1.9539	\$ 1.9834	\$ (0.0295)
	QUART	\$ 0.4656	\$ 0.1902	\$ 0.0277	\$ 0.0590	\$ 0.2687	\$ 1.0112	\$ 0.0356	\$ 1.0468	\$ (0.1248)	\$ 0.2362	\$ 1.1582	\$ 1.1798	\$ (0.0216)
	PINT	\$ 0.2328	\$ 0.1138	\$ 0.0139	\$ 0.0340	\$ 0.1344	\$ 0.5289	\$ 0.0186	\$ 0.5475	\$ (0.0624)	\$ 0.1181	\$ 0.6032	\$ 0.6162	\$ (0.0130)
	12 OUNCE	\$ 0.1746	\$ 0.0630	\$ 0.0104	\$ -	\$ 0.1008	\$ 0.3488	\$ 0.0123	\$ 0.3611	\$ (0.0468)	\$ 0.0886	\$ 0.4029	\$ 0.4056	\$ (0.0027)
	10 OUNCE	\$ 0.1455	\$ 0.0587	\$ 0.0087	\$ -	\$ 0.0840	\$ 0.2969	\$ 0.0104	\$ 0.3073	\$ (0.0390)	\$ 0.0738	\$ 0.3421	\$ 0.3444	\$ (0.0023)
	1/2 PINT	\$ 0.1164	\$ 0.0329	\$ 0.0069	\$ 0.0225	\$ 0.0672	\$ 0.2459	\$ 0.0087	\$ 0.2546	\$ (0.0312)	\$ 0.0591	\$ 0.2825	\$ 0.2818	\$ 0.0007
	4 OUNCE	\$ 0.0582	\$ 0.0314	\$ 0.0035	\$ 0.0355	\$ 0.0336	\$ 0.1622	\$ 0.0057	\$ 0.1679	\$ (0.0156)	\$ 0.0295	\$ 0.1818	\$ 0.1756	\$ 0.0062
	Bulk per Quart	\$ 0.4656	\$ 0.0783	\$ 0.0277	\$ 0.0842	\$ 0.2687	\$ 0.9245	\$ 0.0325	\$ 0.9570	\$ (0.1248)	\$ 0.2362	\$ 1.0684	\$ 1.0137	\$ 0.0547
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 1.5832	\$ 0.2052	\$ 0.1108	\$ (0.0503)	\$ 1.0748	\$ 2.9237	\$ 0.1029	\$ 3.0266	\$ (0.4992)	\$ 0.9448	\$ 3.4722	\$ 3.5133	\$ (0.0411)
	1/2 GALLON	\$ 0.7916	\$ 0.1660	\$ 0.0554	\$ (0.0178)	\$ 0.5374	\$ 1.5326	\$ 0.0539	\$ 1.5865	\$ (0.2496)	\$ 0.4724	\$ 1.8093	\$ 1.8372	\$ (0.0279)
	QUART	\$ 0.3958	\$ 0.1902	\$ 0.0277	\$ 0.0590	\$ 0.2687	\$ 0.9414	\$ 0.0331	\$ 0.9745	\$ (0.1248)	\$ 0.2362	\$ 1.0859	\$ 1.1067	\$ (0.0208)
	PINT	\$ 0.1979	\$ 0.1138	\$ 0.0139	\$ 0.0340	\$ 0.1344	\$ 0.4940	\$ 0.0174	\$ 0.5114	\$ (0.0624)	\$ 0.1181	\$ 0.5671	\$ 0.5796	\$ (0.0125)
	12 OUNCE	\$ 0.1484	\$ 0.0630	\$ 0.0104	\$ -	\$ 0.1008	\$ 0.3226	\$ 0.0114	\$ 0.3340	\$ (0.0468)	\$ 0.0886	\$ 0.3758	\$ 0.3781	\$ (0.0023)
	10 OUNCE	\$ 0.1237	\$ 0.0587	\$ 0.0087	\$ -	\$ 0.0840	\$ 0.2751	\$ 0.0097	\$ 0.2848	\$ (0.0390)	\$ 0.0738	\$ 0.3196	\$ 0.3215	\$ (0.0019)
	1/2 PINT	\$ 0.0990	\$ 0.0329	\$ 0.0069	\$ 0.0225	\$ 0.0672	\$ 0.2285	\$ 0.0080	\$ 0.2365	\$ (0.0312)	\$ 0.0591	\$ 0.2644	\$ 0.2636	\$ 0.0008
	4 OUNCE	\$ 0.0495	\$ 0.0314	\$ 0.0035	\$ 0.0355	\$ 0.0336	\$ 0.1535	\$ 0.0054	\$ 0.1589	\$ (0.0156)	\$ 0.0295	\$ 0.1728	\$ 0.1665	\$ 0.0063
	Bulk per Quart	\$ 0.3958	\$ 0.0783	\$ 0.0277	\$ 0.0842	\$ 0.2687	\$ 0.8547	\$ 0.0301	\$ 0.8848	\$ (0.1248)	\$ 0.2362	\$ 0.9962	\$ 0.9406	\$ 0.0556
<b>BUTTERMILK</b>	GALLON	\$ 2.3593	\$ 0.2052	\$ 0.1108	\$ (0.0503)	\$ 1.0748	\$ 3.6998	\$ 0.1302	\$ 3.8300	\$ (0.4992)	\$ 0.9448	\$ 4.2756	\$ 4.2952	\$ (0.0196)
	1/2 GALLON	\$ 1.1796	\$ 0.1660	\$ 0.0554	\$ (0.0178)	\$ 0.5374	\$ 1.9206	\$ 0.0676	\$ 1.9882	\$ (0.2496)	\$ 0.4724	\$ 2.2110	\$ 2.2282	\$ (0.0172)
	QUART	\$ 0.5898	\$ 0.1902	\$ 0.0277	\$ 0.0590	\$ 0.2687	\$ 1.1354	\$ 0.0400	\$ 1.1754	\$ (0.1248)	\$ 0.2362	\$ 1.2868	\$ 1.3022	\$ (0.0154)
	PINT	\$ 0.2949	\$ 0.1138	\$ 0.0139	\$ 0.0340	\$ 0.1344	\$ 0.5910	\$ 0.0208	\$ 0.6118	\$ (0.0624)	\$ 0.1181	\$ 0.6675	\$ 0.6773	\$ (0.0098)
	12 OUNCE	\$ 0.2212	\$ 0.0630	\$ 0.0104	\$ -	\$ 0.1008	\$ 0.3954	\$ 0.0139	\$ 0.4093	\$ (0.0468)	\$ 0.0886	\$ 0.4511	\$ 0.4514	\$ (0.0003)
	10 OUNCE	\$ 0.1843	\$ 0.0587	\$ 0.0087	\$ -	\$ 0.0840	\$ 0.3357	\$ 0.0118	\$ 0.3475	\$ (0.0390)	\$ 0.0738	\$ 0.3823	\$ 0.3826	\$ (0.0003)
	1/2 PINT	\$ 0.1475	\$ 0.0329	\$ 0.0069	\$ 0.0225	\$ 0.0672	\$ 0.2770	\$ 0.0097	\$ 0.2867	\$ (0.0312)	\$ 0.0591	\$ 0.3146	\$ 0.3125	\$ 0.0021
	4 OUNCE	\$ 0.0737	\$ 0.0314	\$ 0.0035	\$ 0.0355	\$ 0.0336	\$ 0.1777	\$ 0.0063	\$ 0.1840	\$ (0.0156)	\$ 0.0295	\$ 0.1979	\$ 0.1909	\$ 0.0070
	Bulk per Quart	\$ 0.5898	\$ 0.0783	\$ 0.0277	\$ 0.0842	\$ 0.2687	\$ 1.0487	\$ 0.0369	\$ 1.0856	\$ (0.1248)	\$ 0.2362	\$ 1.1970	\$ 1.1360	\$ 0.0610

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP  
FEBRUARY 2023 MILK PRICES**

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

EGG NOG	GALLON	\$ 4.6416	\$ 0.2052	\$ 0.1108	\$ (0.0503)	\$ 1.0748	\$ 5.9821	\$ 0.2106	\$ 6.1927	\$ (0.4992)	\$ 0.9448	\$ 6.6383	\$ 6.5336	\$ 0.1047
	1/2 GALLON	\$ 2.3208	\$ 0.1660	\$ 0.0554	\$ (0.0178)	\$ 0.5374	\$ 3.0618	\$ 0.1078	\$ 3.1696	\$ (0.2496)	\$ 0.4724	\$ 3.3924	\$ 3.3473	\$ 0.0451
	QUART	\$ 1.1604	\$ 0.1902	\$ 0.0277	\$ 0.0590	\$ 0.2687	\$ 1.7060	\$ 0.0600	\$ 1.7660	\$ (0.1248)	\$ 0.2362	\$ 1.8774	\$ 1.8618	\$ 0.0156
	PINT	\$ 0.5802	\$ 0.1138	\$ 0.0139	\$ 0.0340	\$ 0.1344	\$ 0.8763	\$ 0.0308	\$ 0.9071	\$ (0.0624)	\$ 0.1181	\$ 0.9628	\$ 0.9571	\$ 0.0057
	12 OUNCE	\$ 0.4352	\$ 0.0630	\$ 0.0104	\$ -	\$ 0.1008	\$ 0.6094	\$ 0.0214	\$ 0.6308	\$ (0.0468)	\$ 0.0886	\$ 0.6726	\$ 0.6614	\$ 0.0112
	10 OUNCE	\$ 0.3626	\$ 0.0587	\$ 0.0087	\$ -	\$ 0.0840	\$ 0.5140	\$ 0.0181	\$ 0.5321	\$ (0.0390)	\$ 0.0738	\$ 0.5669	\$ 0.5575	\$ 0.0094
	1/2 PINT	\$ 0.2901	\$ 0.0329	\$ 0.0069	\$ 0.0225	\$ 0.0672	\$ 0.4196	\$ 0.0148	\$ 0.4344	\$ (0.0312)	\$ 0.0591	\$ 0.4623	\$ 0.4523	\$ 0.0100
	4 OUNCE	\$ 0.1451	\$ 0.0314	\$ 0.0035	\$ 0.0355	\$ 0.0336	\$ 0.2491	\$ 0.0088	\$ 0.2579	\$ (0.0156)	\$ 0.0295	\$ 0.2718	\$ 0.2609	\$ 0.0109
	Bulk per Quart	\$ 1.1604	\$ 0.0783	\$ 0.0277	\$ 0.0842	\$ 0.2687	\$ 1.6193	\$ 0.0570	\$ 1.6763	\$ (0.1248)	\$ 0.2362	\$ 1.7877	\$ 1.6957	\$ 0.0920

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**

**MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1603	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.0421	\$ (0.5255)	\$ 0.6412	\$ 0.1154	\$ 4.27	\$ 4.30	\$ (0.03)
	1/2 GALLON	\$ 2.0942	\$ (0.2722)	\$ 0.3206	\$ 0.0595	\$ 2.20	\$ 2.22	\$ (0.02)
	QUART	<b>\$ 1.2284</b>	<b>\$ (0.1597)</b>	<b>\$ 0.1603</b>	<b>\$ 0.0341</b>	<b>\$ 1.26</b>	<b>\$ 1.28</b>	<b>\$ (0.02)</b>
	PINT	\$ 0.6383	\$ (0.0830)	\$ 0.0802	\$ 0.0176	\$ 0.65	\$ 0.66	\$ (0.01)
	12 OUNCE	\$ 0.4292	\$ (0.0558)	\$ 0.0601	\$ 0.0120	\$ 0.45	\$ 0.45	\$ -
	10 OUNCE	\$ 0.3641	\$ (0.0473)	\$ 0.0501	\$ 0.0102	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.3001	\$ (0.0390)	\$ 0.0401	\$ 0.0084	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1906	\$ (0.0248)	\$ 0.0200	\$ 0.0052	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1386	\$ (0.1480)	\$ 0.1603	\$ 0.0319	\$ 1.18	\$ 1.13	\$ 0.05
REDUCED FAT (2%) MILK	GALLON	\$ 3.7313	\$ (0.4851)	\$ 0.6412	\$ 0.1079	\$ 4.00	\$ 4.04	\$ (0.04)
	1/2 GALLON	\$ 1.9388	\$ (0.2520)	\$ 0.3206	\$ 0.0557	\$ 2.06	\$ 2.09	\$ (0.03)
	QUART	\$ 1.1507	\$ (0.1496)	\$ 0.1603	\$ 0.0322	\$ 1.19	\$ 1.21	\$ (0.02)
	PINT	\$ 0.5995	\$ (0.0779)	\$ 0.0802	\$ 0.0167	\$ 0.62	\$ 0.63	\$ (0.01)
	12 OUNCE	\$ 0.4001	\$ (0.0520)	\$ 0.0601	\$ 0.0113	\$ 0.42	\$ 0.42	\$ -
	10 OUNCE	\$ 0.3398	\$ (0.0442)	\$ 0.0501	\$ 0.0096	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2806	\$ (0.0365)	\$ 0.0401	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1809	\$ (0.0235)	\$ 0.0200	\$ 0.0049	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0610	\$ (0.1379)	\$ 0.1603	\$ 0.0301	\$ 1.11	\$ 1.07	\$ 0.04
LOW FAT (1%) MILK	GALLON	\$ 3.5038	\$ (0.4555)	\$ 0.6412	\$ 0.1024	\$ 3.79	\$ 3.83	\$ (0.04)
	1/2 GALLON	\$ 1.8251	\$ (0.2373)	\$ 0.3206	\$ 0.0530	\$ 1.96	\$ 1.99	\$ (0.03)
	QUART	\$ 1.0938	\$ (0.1422)	\$ 0.1603	\$ 0.0309	\$ 1.14	\$ 1.16	\$ (0.02)
	PINT	\$ 0.5710	\$ (0.0742)	\$ 0.0802	\$ 0.0160	\$ 0.59	\$ 0.60	\$ (0.01)
	12 OUNCE	\$ 0.3788	\$ (0.0492)	\$ 0.0601	\$ 0.0108	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3221	\$ (0.0419)	\$ 0.0501	\$ 0.0092	\$ 0.34	\$ 0.34	\$ -
	1/2 PINT	\$ 0.2664	\$ (0.0346)	\$ 0.0401	\$ 0.0075	\$ 0.28	\$ 0.28	\$ -
	4 OUNCE	\$ 0.1737	\$ (0.0226)	\$ 0.0200	\$ 0.0047	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0041	\$ (0.1305)	\$ 0.1603	\$ 0.0287	\$ 1.06	\$ 1.01	\$ 0.05
NON FAT (SKIM) MILK	GALLON	\$ 3.3109	\$ (0.4304)	\$ 0.6412	\$ 0.0977	\$ 3.62	\$ 3.65	\$ (0.03)
	1/2 GALLON	\$ 1.7287	\$ (0.2247)	\$ 0.3206	\$ 0.0506	\$ 1.88	\$ 1.90	\$ (0.02)
	QUART	\$ 1.0457	\$ (0.1359)	\$ 0.1603	\$ 0.0297	\$ 1.10	\$ 1.12	\$ (0.02)
	PINT	\$ 0.5469	\$ (0.0711)	\$ 0.0802	\$ 0.0154	\$ 0.57	\$ 0.58	\$ (0.01)
	12 OUNCE	\$ 0.3606	\$ (0.0469)	\$ 0.0601	\$ 0.0104	\$ 0.38	\$ 0.39	\$ (0.01)
	10 OUNCE	\$ 0.3070	\$ (0.0399)	\$ 0.0501	\$ 0.0088	\$ 0.33	\$ 0.33	\$ -
	1/2 PINT	\$ 0.2543	\$ (0.0331)	\$ 0.0401	\$ 0.0073	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1677	\$ (0.0218)	\$ 0.0200	\$ 0.0046	\$ 0.17	\$ 0.17	\$ -
	Bulk per Quart	\$ 0.9559	\$ (0.1243)	\$ 0.1603	\$ 0.0275	\$ 1.02	\$ 0.97	\$ 0.05

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

**RETAIL PRICE BUILDUP**  
**FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1603	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.2614	\$ (0.5540)	\$ 0.6412	\$ 0.1207	\$ 4.47	\$ 4.48	\$ (0.01)
	1/2 GALLON	\$ 2.2040	\$ (0.2865)	\$ 0.3206	\$ 0.0621	\$ 2.30	\$ 2.31	\$ (0.01)
	QUART	\$ 1.2832	\$ (0.1668)	\$ 0.1603	\$ 0.0354	\$ 1.31	\$ 1.33	\$ (0.02)
	PINT	\$ 0.6657	\$ (0.0865)	\$ 0.0802	\$ 0.0183	\$ 0.68	\$ 0.69	\$ (0.01)
	12 OUNCE	\$ 0.4498	\$ (0.0585)	\$ 0.0601	\$ 0.0125	\$ 0.46	\$ 0.46	\$ -
	10 OUNCE	\$ 0.3813	\$ (0.0496)	\$ 0.0501	\$ 0.0106	\$ 0.39	\$ 0.39	\$ -
	1/2 PINT	\$ 0.3137	\$ (0.0408)	\$ 0.0401	\$ 0.0087	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1974	\$ (0.0257)	\$ 0.0200	\$ 0.0053	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.1935	\$ (0.1552)	\$ 0.1603	\$ 0.0333	\$ 1.23	\$ 1.18	\$ 0.05
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.7612	\$ (0.4890)	\$ 0.6412	\$ 0.1086	\$ 4.02	\$ 4.06	\$ (0.04)
	1/2 GALLON	\$ 1.9539	\$ (0.2540)	\$ 0.3206	\$ 0.0561	\$ 2.08	\$ 2.10	\$ (0.02)
	QUART	\$ 1.1582	\$ (0.1506)	\$ 0.1603	\$ 0.0324	\$ 1.20	\$ 1.22	\$ (0.02)
	PINT	\$ 0.6032	\$ (0.0784)	\$ 0.0802	\$ 0.0168	\$ 0.62	\$ 0.63	\$ (0.01)
	12 OUNCE	\$ 0.4029	\$ (0.0524)	\$ 0.0601	\$ 0.0114	\$ 0.42	\$ 0.42	\$ -
	10 OUNCE	\$ 0.3421	\$ (0.0445)	\$ 0.0501	\$ 0.0096	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2825	\$ (0.0367)	\$ 0.0401	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1818	\$ (0.0236)	\$ 0.0200	\$ 0.0049	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0684	\$ (0.1389)	\$ 0.1603	\$ 0.0302	\$ 1.12	\$ 1.07	\$ 0.05
FLAVORED NONFAT MILK	GALLON	\$ 3.4722	\$ (0.4514)	\$ 0.6412	\$ 0.1016	\$ 3.76	\$ 3.80	\$ (0.04)
	1/2 GALLON	\$ 1.8093	\$ (0.2352)	\$ 0.3206	\$ 0.0526	\$ 1.95	\$ 1.97	\$ (0.02)
	QUART	\$ 1.0859	\$ (0.1412)	\$ 0.1603	\$ 0.0307	\$ 1.14	\$ 1.15	\$ (0.01)
	PINT	\$ 0.5671	\$ (0.0737)	\$ 0.0802	\$ 0.0159	\$ 0.59	\$ 0.60	\$ (0.01)
	12 OUNCE	\$ 0.3758	\$ (0.0489)	\$ 0.0601	\$ 0.0107	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3196	\$ (0.0415)	\$ 0.0501	\$ 0.0091	\$ 0.34	\$ 0.34	\$ -
	1/2 PINT	\$ 0.2644	\$ (0.0344)	\$ 0.0401	\$ 0.0075	\$ 0.28	\$ 0.28	\$ -
	4 OUNCE	\$ 0.1728	\$ (0.0225)	\$ 0.0200	\$ 0.0047	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 0.9962	\$ (0.1295)	\$ 0.1603	\$ 0.0285	\$ 1.06	\$ 1.01	\$ 0.05
BUTTERMILK	GALLON	\$ 4.2756	\$ (0.5558)	\$ 0.6412	\$ 0.1210	\$ 4.48	\$ 4.50	\$ (0.02)
	1/2 GALLON	\$ 2.2110	\$ (0.2874)	\$ 0.3206	\$ 0.0623	\$ 2.31	\$ 2.32	\$ (0.01)
	QUART	\$ 1.2868	\$ (0.1673)	\$ 0.1603	\$ 0.0355	\$ 1.32	\$ 1.33	\$ (0.01)
	PINT	\$ 0.6675	\$ (0.0868)	\$ 0.0802	\$ 0.0183	\$ 0.68	\$ 0.69	\$ (0.01)
	12 OUNCE	\$ 0.4511	\$ (0.0586)	\$ 0.0601	\$ 0.0126	\$ 0.47	\$ 0.47	\$ -
	10 OUNCE	\$ 0.3823	\$ (0.0497)	\$ 0.0501	\$ 0.0106	\$ 0.39	\$ 0.39	\$ -
	1/2 PINT	\$ 0.3146	\$ (0.0409)	\$ 0.0401	\$ 0.0087	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1979	\$ (0.0257)	\$ 0.0200	\$ 0.0053	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.1970	\$ (0.1556)	\$ 0.1603	\$ 0.0333	\$ 1.24	\$ 1.18	\$ 0.06

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

**RETAIL PRICE BUILDUP  
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1603	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 6.6383	\$ (0.8630)	\$ 0.6412	\$ 0.1781	\$ 6.65	\$ 6.54	\$ 0.11
	<b>1/2 GALLON</b>	\$ 3.3924	\$ (0.4410)	\$ 0.3206	\$ 0.0908	\$ 3.40	\$ 3.36	\$ 0.04
	<b>QUART</b>	\$ 1.8774	\$ (0.2441)	\$ 0.1603	\$ 0.0498	\$ 1.89	\$ 1.87	\$ 0.02
	<b>PINT</b>	\$ 0.9628	\$ (0.1252)	\$ 0.0802	\$ 0.0255	\$ 0.97	\$ 0.97	\$ -
	<b>12 OUNCE</b>	\$ 0.6726	\$ (0.0874)	\$ 0.0601	\$ 0.0179	\$ 0.68	\$ 0.67	\$ 0.01
	<b>10 OUNCE</b>	\$ 0.5669	\$ (0.0737)	\$ 0.0501	\$ 0.0151	\$ 0.58	\$ 0.57	\$ 0.01
	<b>1/2 PINT</b>	\$ 0.4623	\$ (0.0601)	\$ 0.0401	\$ 0.0123	\$ 0.47	\$ 0.46	\$ 0.01
	<b>4 OUNCE</b>	\$ 0.2718	\$ (0.0353)	\$ 0.0200	\$ 0.0071	\$ 0.28	\$ 0.27	\$ 0.01
	<b>Bulk per Quart</b>	\$ 1.7877	\$ (0.2324)	\$ 0.1603	\$ 0.0476	\$ 1.80	\$ 1.71	\$ 0.09