



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General
Order No. A-954 (CRO 13)

Posted: June 7, 2023
Effective: July 1, 2023

COST REPLACEMENT ORDER FOR THE WESTERN MILK MARKETING AREA, AREA 5

NOW, this 7th day of June 2023, the Commonwealth of Pennsylvania, Milk Marketing Board, issues this official general order pursuant to the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204. This order will become effective at 12:01 a.m. on July 1, 2023.

SECTION A INCORPORATION

The attached Findings of Fact, Conclusions of Law, and Attachments are incorporated herein by reference as though fully set forth in this order.

SECTION B SCOPE

(a) The costs adopted by the Board in this order shall replace the costs in the appropriate cost centers embodied in Official General Order A-954 (CRO 12) and will be incorporated into the wholesale and retail prices of Class I and II price-controlled packaged products sold in Milk Marketing Area No. 5, as defined in Section B of Official General Order A-954.

(b) The rate of return to dealers is 3.5%.

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

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-954

All parts of Official General Order A-954 not inconsistent with Section B (relating to scope) continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Kristi Kassimer Harper, Consumer Member

Date: June 7, 2023

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FINDINGS OF FACT AND CONCLUSIONS OF LAW
COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 5

I. FINDINGS OF FACT

1. On April 19, 2023, the Pennsylvania Milk Marketing Board (“Board”) convened a cost replacement hearing for Milk Marketing Area No. 5.

2. Notice of the hearing was published at 53 Pennsylvania Bulletin 1038 dated February 18, 2023. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1625, dated February 7, 2023. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross-section used by both Board Staff and the Area 5 Milk Dealers (Dealers), the only parties to present dealer cost information, consisted of DFA Dairy Brands Fluid, LLC – Sharpsville; Galliker Dairy Company; Schneider's Dairy, Inc.; Turner Dairy Farms, Inc.; United Dairy, Inc.; and United Dairy – Fikes.

4. Carol Hardbarger, PhD, testified on behalf of Board Staff as an expert in research and consulting. Dr. Hardbarger testified that the dealer cross section was representative of the dealers doing business in Area 5. The cross section dealers accounted for 78.99 percent of sales into Area 5. Dr. Hardbarger testified that considering the top five selling products in Area 5, the cross section dealer sales were close to the same as that of all dealers selling into Area 5. Alexandra Deimler testified on behalf of Dealers as an expert in cost accounting and milk cost accounting. Ms. Deimler testified that the cross section dealers processed, packaged, and delivered most of the price-controlled milk products in Area 5. She also testified that the cross section represented dealers that deliver to supermarkets, convenience stores, schools, institutions, and small retail outlets. Based on the testimony of Dr. Hardbarger and Ms. Deimler, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 5.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Both Mr. Gojsovich and Ms. Deimler testified that the cross-section dealers incurred a cost of \$0.3611 per point for processing, packaging, and delivering milk in 2021. Based on this uncontradicted testimony, the Board finds that the cross section dealers incurred a cost of \$0.3611 per point for processing, packaging, and delivery, and further finds that \$0.3611 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Ms. Deimler testified to the following 2022 ingredient costs based on year 2021 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0002/lb; Low Fat Milk - \$0.0003/lb; Non-Fat Milk - \$0.0007/lb; Flavored Milk - \$0.0430/lb; Flavored Reduced Fat Milk - \$0.0384/lb; Flavored Non-Fat Milk - \$0.0297/lb; Buttermilk - \$0.0353/lb; Egg Nog - \$0.1620/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Ms. Deimler presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0118 per point between the first halves of 2021 and 2022. The Board finds that \$0.0118 per point should be used in this order.

8. Mr. Gojsovich and Ms. Deimler recommended that the diesel fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Ms. Deimler recommended that the heating fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Ms. Deimler presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$0.0007 per pound. Based on the uncontradicted and concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$0.0007 per pound.

11. Based on the concurring container costs evidence presented by Mr. Gojsovich and Ms. Deimler, the Board finds that the following base container costs should be adopted for this order: Gallon (combined) - \$0.2382; Half Gallon - \$0.1835; Quart - \$0.1708; Pint - \$0.1502; Half Pint (paper) - \$0.0318; Half Pint (plastic) - \$0.0642; 12 Ounce - \$0.1348; 10 Ounce - \$0.0544; 4 Ounce - \$0.0304; Bulk Per Quart (Dispenser) - \$0.0758. Both Mr. Gojsovich and Ms. Deimler testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly. The Board also finds that the container shrinkage factors should continue to be utilized to calculate container costs.

Mr. Gojsovich and Ms. Deimler testified that a blended (or combined) container cost be used for products sold in containers that are available in both paper and plastic, except for half pint containers. They both also recommended that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on for products sold in rigid plastic containers. The Board finds that the blended container concept should continue to be used, except for half pint containers. The Board finds that minimum resale prices for products sold in paper half pint containers should be calculated using the paper container cost and that minimum resale prices for products sold in rigid plastic containers should be calculated by applying a plastic add-on to the paper container cost. The Board further finds that the base plastic add-on is \$0.0324 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

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

Based on 2021 container sales and 2021 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Ms. Deimler arrived at the following container efficiency adjustments:

Gallon	\$(0.1023)
Half Gallon	\$(0.0687)
Quart	\$0.1538
Pint	\$0.1032
12 ounce	\$0.0730
Half Pint (Plastic and Paper)	\$0.0200
4 ounce	\$0.0375
Bulk (per quart)	\$0.2525

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

13. No party presented evidence regarding Class II products. Ms. Deimler recommended that the Board continue using the existing methodology to price Class II products. Since there was no proposal by any party to change Class II pricing and Ms. Deimler recommended continuing the existing methodology, the Board finds that the current Class II pricing methodology shall continue.

14. Ms. Deimler recommended that the dealer rate of return remain at 3.5%. She testified that the rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. Ms. Deimler also testified that maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry.

Based on Ms. Deimler's credible and uncontradicted testimony the Board finds that the dealer rate of return should remain at 3.5%.

15. No evidence was presented at this hearing regarding retail prices. Since no evidence was presented, the Board finds that the current retail rate of return of 2.7% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

16. Mr. Gojsovich testified that the cost replacement process would result in the minimum retail price of a gallon of 2% milk increasing \$0.03. He testified that the majority of that increase was attributable to the increase in processing costs from 2020 to 2021.

II. CONCLUSIONS OF LAW

1. The April 19, 2023, cost replacement hearing for Milk Marketing Area No. 5 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.
2. The record of the Area 3 hearing held on April 19, 2023, was incorporated by reference into the record of this hearing.
3. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.
4. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.
5. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Kristi Kassimer Harper, Consumer Member

Date: June 7, 2023

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PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 5

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$	2,597,845
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>4,133,431</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$	1,535,586
7. Weighted Delivery Points - YEAR 2021		<u>168,176,756</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0091</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 5

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	276,558
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>420,147</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	143,589
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>153,883,095</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0009</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 5**

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

	Class I
Skim Rate	\$ 15.88
Butterfat Rate	\$ 2.7600

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage								

Class I	Standard Milk	64,472,593	2,091,606	3.2442%	62,380,987	\$ 5,772,833	\$ 9,906,101	\$ 15,678,934	\$ 0.2432	\$ -	\$ 0.0007	\$ 0.2439
	Reduced Fat (2%) Milk	98,283,758	1,847,299	1.8796%	96,436,459	\$ 5,098,545	\$ 15,314,110	\$ 20,412,655	\$ 0.2077	\$ 0.0002	\$ 0.0007	\$ 0.2086
	Low Fat (1%) Milk	28,355,929	256,687	0.9052%	28,099,242	\$ 708,456	\$ 4,462,160	\$ 5,170,616	\$ 0.1823	\$ 0.0003	\$ 0.0007	\$ 0.1833
	Non Fat (Skim) Milk	20,608,381	24,539	0.1191%	20,583,842	\$ 67,728	\$ 3,268,714	\$ 3,336,442	\$ 0.1619	\$ 0.0007	\$ 0.0007	\$ 0.1633
	Flavored Milk	17,025,324	576,820	3.3880%	16,448,504	\$ 1,592,023	\$ 2,612,022	\$ 4,204,045	\$ 0.2469	\$ 0.0430	\$ 0.0007	\$ 0.2906
	Flavored Reduced Fat Milk	12,147,353	121,448	0.9998%	12,025,905	\$ 335,196	\$ 1,909,714	\$ 2,244,910	\$ 0.1848	\$ 0.0384	\$ 0.0007	\$ 0.2239
	Flavored NONFAT Milk	8,690,195	18,948	0.2180%	8,671,247	\$ 52,296	\$ 1,376,994	\$ 1,429,290	\$ 0.1645	\$ 0.0297	\$ 0.0007	\$ 0.1949
	Buttermilk	1,750,650	30,530	1.7439%	1,720,120	\$ 84,263	\$ 273,155	\$ 357,418	\$ 0.2042	\$ 0.0353	\$ 0.0007	\$ 0.2402
Egg Nog	824,448	56,643	6.8704%	767,805	\$ 156,335	\$ 121,927	\$ 278,262	\$ 0.3375	\$ 0.1620	\$ 0.0007	\$ 0.5002	

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

WHOLESALE PRICE BUILDUP
FEBRUARY 2023 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0975	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.7750	\$ 0.1369	\$ 3.9119	\$ (0.5220)	\$ 0.9748	\$ 4.3647	\$ 4.3184	\$ 0.0463
	1/2 GALLON	\$ 1.0488	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.9318	\$ 0.0701	\$ 2.0019	\$ (0.2610)	\$ 0.4874	\$ 2.2283	\$ 2.2010	\$ 0.0273
	QUART	\$ 0.5244	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2383	\$ 0.0449	\$ 1.2832	\$ (0.1305)	\$ 0.2437	\$ 1.3964	\$ 1.3256	\$ 0.0708
	PINT	\$ 0.2622	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7161	\$ 0.0260	\$ 0.7421	\$ (0.0653)	\$ 0.1219	\$ 0.7987	\$ 0.7920	\$ 0.0067
	12 OUNCE	\$ 0.1966	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5495	\$ 0.0199	\$ 0.5694	\$ (0.0489)	\$ 0.0914	\$ 0.6119	\$ 0.5914	\$ 0.0205
	10 OUNCE	\$ 0.1639	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3392	\$ 0.0123	\$ 0.3515	\$ (0.0435)	\$ 0.0812	\$ 0.3892	\$ 0.3858	\$ 0.0034
	1/2 PINT	\$ 0.1311	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2883	\$ 0.0105	\$ 0.2988	\$ (0.0326)	\$ 0.0609	\$ 0.3271	\$ 0.3306	\$ (0.0035)
	4 OUNCE	\$ 0.0655	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1821	\$ 0.0066	\$ 0.1887	\$ (0.0163)	\$ 0.0305	\$ 0.2029	\$ 0.1975	\$ 0.0054
	Bulk per Quart	\$ 0.5244	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2406	\$ 0.0450	\$ 1.2856	\$ (0.1305)	\$ 0.2437	\$ 1.3988	\$ 1.2414	\$ 0.1574
REDUCED FAT (2%) MILK	GALLON	\$ 1.7981	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.4756	\$ 0.1261	\$ 3.6017	\$ (0.5220)	\$ 0.9748	\$ 4.0545	\$ 4.0162	\$ 0.0383
	1/2 GALLON	\$ 0.8991	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.7821	\$ 0.0646	\$ 1.8467	\$ (0.2610)	\$ 0.4874	\$ 2.0731	\$ 2.0498	\$ 0.0233
	QUART	\$ 0.4495	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1634	\$ 0.0422	\$ 1.2056	\$ (0.1305)	\$ 0.2437	\$ 1.3188	\$ 1.2501	\$ 0.0687
	PINT	\$ 0.2248	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6787	\$ 0.0246	\$ 0.7033	\$ (0.0653)	\$ 0.1219	\$ 0.7599	\$ 0.7543	\$ 0.0056
	12 OUNCE	\$ 0.1686	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5215	\$ 0.0189	\$ 0.5404	\$ (0.0489)	\$ 0.0914	\$ 0.5829	\$ 0.5630	\$ 0.0199
	10 OUNCE	\$ 0.1405	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3158	\$ 0.0115	\$ 0.3273	\$ (0.0435)	\$ 0.0812	\$ 0.3650	\$ 0.3622	\$ 0.0028
	1/2 PINT	\$ 0.1124	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2696	\$ 0.0098	\$ 0.2794	\$ (0.0326)	\$ 0.0609	\$ 0.3077	\$ 0.3117	\$ (0.0040)
	4 OUNCE	\$ 0.0562	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1728	\$ 0.0063	\$ 0.1791	\$ (0.0163)	\$ 0.0305	\$ 0.1933	\$ 0.1880	\$ 0.0053
	Bulk per Quart	\$ 0.4495	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1657	\$ 0.0423	\$ 1.2080	\$ (0.1305)	\$ 0.2437	\$ 1.3212	\$ 1.1658	\$ 0.1554
LOW FAT (1%) MILK	GALLON	\$ 1.5800	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.2575	\$ 0.1181	\$ 3.3756	\$ (0.5220)	\$ 0.9748	\$ 3.8284	\$ 3.7875	\$ 0.0409
	1/2 GALLON	\$ 0.7900	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.6730	\$ 0.0607	\$ 1.7337	\$ (0.2610)	\$ 0.4874	\$ 1.9601	\$ 1.9355	\$ 0.0246
	QUART	\$ 0.3950	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1089	\$ 0.0402	\$ 1.1491	\$ (0.1305)	\$ 0.2437	\$ 1.2623	\$ 1.1929	\$ 0.0694
	PINT	\$ 0.1975	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6514	\$ 0.0236	\$ 0.6750	\$ (0.0653)	\$ 0.1219	\$ 0.7316	\$ 0.7257	\$ 0.0059
	12 OUNCE	\$ 0.1481	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5010	\$ 0.0182	\$ 0.5192	\$ (0.0489)	\$ 0.0914	\$ 0.5617	\$ 0.5416	\$ 0.0201
	10 OUNCE	\$ 0.1234	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.2987	\$ 0.0108	\$ 0.3095	\$ (0.0435)	\$ 0.0812	\$ 0.3472	\$ 0.3443	\$ 0.0029
	1/2 PINT	\$ 0.0988	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2560	\$ 0.0093	\$ 0.2653	\$ (0.0326)	\$ 0.0609	\$ 0.2936	\$ 0.2974	\$ (0.0038)
	4 OUNCE	\$ 0.0494	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1660	\$ 0.0060	\$ 0.1720	\$ (0.0163)	\$ 0.0305	\$ 0.1862	\$ 0.1808	\$ 0.0054
	Bulk per Quart	\$ 0.3950	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1112	\$ 0.0403	\$ 1.1515	\$ (0.1305)	\$ 0.2437	\$ 1.2647	\$ 1.1086	\$ 0.1561
NON FAT (SKIM) MILK	GALLON	\$ 1.4093	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.0868	\$ 0.1120	\$ 3.1988	\$ (0.5220)	\$ 0.9748	\$ 3.6516	\$ 3.5998	\$ 0.0518
	1/2 GALLON	\$ 0.7046	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.5876	\$ 0.0576	\$ 1.6452	\$ (0.2610)	\$ 0.4874	\$ 1.8716	\$ 1.8416	\$ 0.0300
	QUART	\$ 0.3523	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.0662	\$ 0.0387	\$ 1.1049	\$ (0.1305)	\$ 0.2437	\$ 1.2181	\$ 1.1459	\$ 0.0722
	PINT	\$ 0.1762	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6301	\$ 0.0229	\$ 0.6530	\$ (0.0653)	\$ 0.1219	\$ 0.7096	\$ 0.7023	\$ 0.0073
	12 OUNCE	\$ 0.1321	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.4850	\$ 0.0176	\$ 0.5026	\$ (0.0489)	\$ 0.0914	\$ 0.5451	\$ 0.5241	\$ 0.0210
	10 OUNCE	\$ 0.1101	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.2854	\$ 0.0103	\$ 0.2957	\$ (0.0435)	\$ 0.0812	\$ 0.3334	\$ 0.3296	\$ 0.0038
	1/2 PINT	\$ 0.0881	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2453	\$ 0.0089	\$ 0.2542	\$ (0.0326)	\$ 0.0609	\$ 0.2825	\$ 0.2857	\$ (0.0032)
	4 OUNCE	\$ 0.0440	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1606	\$ 0.0058	\$ 0.1664	\$ (0.0163)	\$ 0.0305	\$ 0.1806	\$ 0.1750	\$ 0.0056
	Bulk per Quart	\$ 0.3523	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.0685	\$ 0.0388	\$ 1.1073	\$ (0.1305)	\$ 0.2437	\$ 1.2205	\$ 1.0617	\$ 0.1588

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0040 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.3248	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 4.0023	\$ 0.1452	\$ 4.1475	\$ (0.5220)	\$ 0.9748	\$ 4.6003	\$ 4.5552	\$ 0.0451
	1/2 GALLON	\$ 1.1624	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 2.0454	\$ 0.0742	\$ 2.1196	\$ (0.2610)	\$ 0.4874	\$ 2.3460	\$ 2.3194	\$ 0.0266
	QUART	\$ 0.5812	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2951	\$ 0.0470	\$ 1.3421	\$ (0.1305)	\$ 0.2437	\$ 1.4553	\$ 1.3848	\$ 0.0705
	PINT	\$ 0.2906	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7445	\$ 0.0270	\$ 0.7715	\$ (0.0653)	\$ 0.1219	\$ 0.8281	\$ 0.8217	\$ 0.0064
	12 OUNCE	\$ 0.2180	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5709	\$ 0.0207	\$ 0.5916	\$ (0.0489)	\$ 0.0914	\$ 0.6341	\$ 0.6136	\$ 0.0205
	10 OUNCE	\$ 0.1816	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3569	\$ 0.0129	\$ 0.3698	\$ (0.0435)	\$ 0.0812	\$ 0.4075	\$ 0.4043	\$ 0.0032
	1/2 PINT	\$ 0.1453	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.3025	\$ 0.0110	\$ 0.3135	\$ (0.0326)	\$ 0.0609	\$ 0.3418	\$ 0.3454	\$ (0.0036)
	4 OUNCE	\$ 0.0727	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1893	\$ 0.0069	\$ 0.1962	\$ (0.0163)	\$ 0.0305	\$ 0.2104	\$ 0.2049	\$ 0.0055
	Bulk per Quart	\$ 0.5812	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2974	\$ 0.0471	\$ 1.3445	\$ (0.1305)	\$ 0.2437	\$ 1.4577	\$ 1.3006	\$ 0.1571
	FLAVORED REDUCED FAT MILK	GALLON	\$ 1.7912	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.4687	\$ 0.1258	\$ 3.5945	\$ (0.5220)	\$ 0.9748	\$ 4.0473	\$ 3.9550
1/2 GALLON		\$ 0.8956	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.7786	\$ 0.0645	\$ 1.8431	\$ (0.2610)	\$ 0.4874	\$ 2.0695	\$ 2.0192	\$ 0.0503
QUART		\$ 0.4478	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1617	\$ 0.0421	\$ 1.2038	\$ (0.1305)	\$ 0.2437	\$ 1.3170	\$ 1.2348	\$ 0.0822
PINT		\$ 0.2239	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6778	\$ 0.0246	\$ 0.7024	\$ (0.0653)	\$ 0.1219	\$ 0.7590	\$ 0.7467	\$ 0.0123
12 OUNCE		\$ 0.1679	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5208	\$ 0.0189	\$ 0.5397	\$ (0.0489)	\$ 0.0914	\$ 0.5822	\$ 0.5573	\$ 0.0249
10 OUNCE		\$ 0.1399	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3152	\$ 0.0114	\$ 0.3266	\$ (0.0435)	\$ 0.0812	\$ 0.3643	\$ 0.3574	\$ 0.0069
1/2 PINT		\$ 0.1120	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2692	\$ 0.0098	\$ 0.2790	\$ (0.0326)	\$ 0.0609	\$ 0.3073	\$ 0.3079	\$ (0.0006)
4 OUNCE		\$ 0.0560	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1726	\$ 0.0063	\$ 0.1789	\$ (0.0163)	\$ 0.0305	\$ 0.1931	\$ 0.1861	\$ 0.0070
Bulk per Quart		\$ 0.4478	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1640	\$ 0.0422	\$ 1.2062	\$ (0.1305)	\$ 0.2437	\$ 1.3194	\$ 1.1505	\$ 0.1689
FLAVORED NONFAT MILK		GALLON	\$ 1.5592	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.2367	\$ 0.1174	\$ 3.3541	\$ (0.5220)	\$ 0.9748	\$ 3.8069	\$ 3.7875
	1/2 GALLON	\$ 0.7796	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.6626	\$ 0.0603	\$ 1.7229	\$ (0.2610)	\$ 0.4874	\$ 1.9493	\$ 1.9355	\$ 0.0138
	QUART	\$ 0.3898	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1037	\$ 0.0400	\$ 1.1437	\$ (0.1305)	\$ 0.2437	\$ 1.2569	\$ 1.1929	\$ 0.0640
	PINT	\$ 0.1949	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6488	\$ 0.0235	\$ 0.6723	\$ (0.0653)	\$ 0.1219	\$ 0.7289	\$ 0.7257	\$ 0.0032
	12 OUNCE	\$ 0.1462	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.4991	\$ 0.0181	\$ 0.5172	\$ (0.0489)	\$ 0.0914	\$ 0.5597	\$ 0.5417	\$ 0.0180
	10 OUNCE	\$ 0.1218	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.2971	\$ 0.0108	\$ 0.3079	\$ (0.0435)	\$ 0.0812	\$ 0.3456	\$ 0.3443	\$ 0.0013
	1/2 PINT	\$ 0.0975	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2547	\$ 0.0092	\$ 0.2639	\$ (0.0326)	\$ 0.0609	\$ 0.2922	\$ 0.2974	\$ (0.0052)
	4 OUNCE	\$ 0.0487	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1653	\$ 0.0060	\$ 0.1713	\$ (0.0163)	\$ 0.0305	\$ 0.1855	\$ 0.1809	\$ 0.0046
	Bulk per Quart	\$ 0.3898	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1060	\$ 0.0401	\$ 1.1461	\$ (0.1305)	\$ 0.2437	\$ 1.2593	\$ 1.1086	\$ 0.1507
	BUTTERMILK	GALLON	\$ 2.0705	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.7480	\$ 0.1359	\$ 3.8839	\$ (0.5220)	\$ 0.9748	\$ 4.3367	\$ 4.2341
1/2 GALLON		\$ 1.0353	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.9183	\$ 0.0696	\$ 1.9879	\$ (0.2610)	\$ 0.4874	\$ 2.2143	\$ 2.1588	\$ 0.0555
QUART		\$ 0.5176	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2315	\$ 0.0447	\$ 1.2762	\$ (0.1305)	\$ 0.2437	\$ 1.3894	\$ 1.3045	\$ 0.0849
PINT		\$ 0.2588	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7127	\$ 0.0258	\$ 0.7385	\$ (0.0653)	\$ 0.1219	\$ 0.7951	\$ 0.7816	\$ 0.0135
12 OUNCE		\$ 0.1941	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5470	\$ 0.0198	\$ 0.5668	\$ (0.0489)	\$ 0.0914	\$ 0.6093	\$ 0.5834	\$ 0.0259
10 OUNCE		\$ 0.1618	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3371	\$ 0.0122	\$ 0.3493	\$ (0.0435)	\$ 0.0812	\$ 0.3870	\$ 0.3792	\$ 0.0078
1/2 PINT		\$ 0.1294	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2866	\$ 0.0104	\$ 0.2970	\$ (0.0326)	\$ 0.0609	\$ 0.3253	\$ 0.3253	\$ -
4 OUNCE		\$ 0.0647	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1813	\$ 0.0066	\$ 0.1879	\$ (0.0163)	\$ 0.0305	\$ 0.2021	\$ 0.1948	\$ 0.0073
Bulk per Quart		\$ 0.5176	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2338	\$ 0.0447	\$ 1.2785	\$ (0.1305)	\$ 0.2437	\$ 1.3917	\$ 1.2202	\$ 0.1715

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0040 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 4.0016	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 5.6791	\$ 0.2060	\$ 5.8851	\$ (0.5220)	\$ 0.9748	\$ 6.3379	\$ 6.2837	\$ 0.0542
	1/2 GALLON	\$ 2.0008	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 2.8838	\$ 0.1046	\$ 2.9884	\$ (0.2610)	\$ 0.4874	\$ 3.2148	\$ 3.1836	\$ 0.0312
	QUART	\$ 1.0004	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.7143	\$ 0.0622	\$ 1.7765	\$ (0.1305)	\$ 0.2437	\$ 1.8897	\$ 1.8169	\$ 0.0728
	PINT	\$ 0.5002	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.9541	\$ 0.0346	\$ 0.9887	\$ (0.0653)	\$ 0.1219	\$ 1.0453	\$ 1.0377	\$ 0.0076
	12 OUNCE	\$ 0.3752	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.7281	\$ 0.0264	\$ 0.7545	\$ (0.0489)	\$ 0.0914	\$ 0.7970	\$ 0.7757	\$ 0.0213
	10 OUNCE	\$ 0.3126	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.4879	\$ 0.0177	\$ 0.5056	\$ (0.0435)	\$ 0.0812	\$ 0.5433	\$ 0.5394	\$ 0.0039
	1/2 PINT	\$ 0.2501	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.4073	\$ 0.0148	\$ 0.4221	\$ (0.0326)	\$ 0.0609	\$ 0.4504	\$ 0.4535	\$ (0.0031)
	4 OUNCE	\$ 0.1251	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.2417	\$ 0.0088	\$ 0.2505	\$ (0.0163)	\$ 0.0305	\$ 0.2647	\$ 0.2589	\$ 0.0058
	Bulk per Quart	\$ 1.0004	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.7166	\$ 0.0623	\$ 1.7789	\$ (0.1305)	\$ 0.2437	\$ 1.8921	\$ 1.7327	\$ 0.1594

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0040 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1784	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.3647	\$ (0.5238)	\$ 0.7136	\$ 0.1264	\$ 4.68	\$ 4.64	\$ 0.04
	1/2 GALLON	\$ 2.2283	\$ (0.2674)	\$ 0.3568	\$ 0.0643	\$ 2.38	\$ 2.36	\$ 0.02
	QUART	\$ 1.3964	\$ (0.1676)	\$ 0.1784	\$ 0.0390	\$ 1.45	\$ 1.38	\$ 0.07
	PINT	\$ 0.7987	\$ (0.0958)	\$ 0.0892	\$ 0.0220	\$ 0.81	\$ 0.81	\$ -
	12 OUNCE	\$ 0.6119	\$ (0.0734)	\$ 0.0669	\$ 0.0168	\$ 0.62	\$ 0.60	\$ 0.02
	10 OUNCE	\$ 0.3892	\$ (0.0467)	\$ 0.0558	\$ 0.0111	\$ 0.41	\$ 0.41	\$ -
	1/2 PINT	\$ 0.3271	\$ (0.0393)	\$ 0.0446	\$ 0.0092	\$ 0.34	\$ 0.34	\$ -
	4 OUNCE	\$ 0.2029	\$ (0.0243)	\$ 0.0223	\$ 0.0056	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.3988	\$ (0.1679)	\$ 0.1784	\$ 0.0391	\$ 1.45	\$ 1.31	\$ 0.14
REDUCED FAT (2%) MILK	GALLON	\$ 4.0545	\$ (0.4865)	\$ 0.7136	\$ 0.1188	\$ 4.40	\$ 4.37	\$ 0.03
	1/2 GALLON	\$ 2.0731	\$ (0.2488)	\$ 0.3568	\$ 0.0605	\$ 2.24	\$ 2.22	\$ 0.02
	QUART	\$ 1.3188	\$ (0.1583)	\$ 0.1784	\$ 0.0372	\$ 1.38	\$ 1.31	\$ 0.07
	PINT	\$ 0.7599	\$ (0.0912)	\$ 0.0892	\$ 0.0210	\$ 0.78	\$ 0.77	\$ 0.01
	12 OUNCE	\$ 0.5829	\$ (0.0699)	\$ 0.0669	\$ 0.0161	\$ 0.60	\$ 0.58	\$ 0.02
	10 OUNCE	\$ 0.3650	\$ (0.0438)	\$ 0.0558	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3077	\$ (0.0369)	\$ 0.0446	\$ 0.0088	\$ 0.32	\$ 0.33	\$ (0.01)
	4 OUNCE	\$ 0.1933	\$ (0.0232)	\$ 0.0223	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.3212	\$ (0.1585)	\$ 0.1784	\$ 0.0372	\$ 1.38	\$ 1.24	\$ 0.14
LOWFAT (1%) MILK	GALLON	\$ 3.8284	\$ (0.4594)	\$ 0.7136	\$ 0.1133	\$ 4.20	\$ 4.16	\$ 0.04
	1/2 GALLON	\$ 1.9601	\$ (0.2352)	\$ 0.3568	\$ 0.0578	\$ 2.14	\$ 2.12	\$ 0.02
	QUART	\$ 1.2623	\$ (0.1515)	\$ 0.1784	\$ 0.0358	\$ 1.33	\$ 1.26	\$ 0.07
	PINT	\$ 0.7316	\$ (0.0878)	\$ 0.0892	\$ 0.0203	\$ 0.75	\$ 0.75	\$ -
	12 OUNCE	\$ 0.5617	\$ (0.0674)	\$ 0.0669	\$ 0.0156	\$ 0.58	\$ 0.56	\$ 0.02
	10 OUNCE	\$ 0.3472	\$ (0.0417)	\$ 0.0558	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2936	\$ (0.0352)	\$ 0.0446	\$ 0.0084	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1862	\$ (0.0223)	\$ 0.0223	\$ 0.0052	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.2647	\$ (0.1518)	\$ 0.1784	\$ 0.0358	\$ 1.33	\$ 1.19	\$ 0.14
NONFAT (SKIM) MILK	GALLON	\$ 3.6516	\$ (0.4382)	\$ 0.7136	\$ 0.1090	\$ 4.04	\$ 3.99	\$ 0.05
	1/2 GALLON	\$ 1.8716	\$ (0.2246)	\$ 0.3568	\$ 0.0556	\$ 2.06	\$ 2.03	\$ 0.03
	QUART	\$ 1.2181	\$ (0.1462)	\$ 0.1784	\$ 0.0347	\$ 1.29	\$ 1.22	\$ 0.07
	PINT	\$ 0.7096	\$ (0.0852)	\$ 0.0892	\$ 0.0198	\$ 0.73	\$ 0.73	\$ -
	12 OUNCE	\$ 0.5451	\$ (0.0654)	\$ 0.0669	\$ 0.0152	\$ 0.56	\$ 0.54	\$ 0.02
	10 OUNCE	\$ 0.3334	\$ (0.0400)	\$ 0.0558	\$ 0.0097	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2825	\$ (0.0339)	\$ 0.0446	\$ 0.0081	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1806	\$ (0.0217)	\$ 0.0223	\$ 0.0050	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.2205	\$ (0.1465)	\$ 0.1784	\$ 0.0348	\$ 1.29	\$ 1.14	\$ 0.15

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1784	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.6003	\$ (0.5520)	\$ 0.7136	\$ 0.1321	\$ 4.89	\$ 4.85	\$ 0.04
	1/2 GALLON	\$ 2.3460	\$ (0.2815)	\$ 0.3568	\$ 0.0672	\$ 2.49	\$ 2.46	\$ 0.03
	QUART	\$ 1.4553	\$ (0.1746)	\$ 0.1784	\$ 0.0405	\$ 1.50	\$ 1.44	\$ 0.06
	PINT	\$ 0.8281	\$ (0.0994)	\$ 0.0892	\$ 0.0227	\$ 0.84	\$ 0.83	\$ 0.01
	12 OUNCE	\$ 0.6341	\$ (0.0761)	\$ 0.0669	\$ 0.0173	\$ 0.64	\$ 0.62	\$ 0.02
	10 OUNCE	\$ 0.4075	\$ (0.0489)	\$ 0.0558	\$ 0.0115	\$ 0.43	\$ 0.42	\$ 0.01
	1/2 PINT	\$ 0.3418	\$ (0.0410)	\$ 0.0446	\$ 0.0096	\$ 0.36	\$ 0.36	\$ -
	4 OUNCE	\$ 0.2104	\$ (0.0252)	\$ 0.0223	\$ 0.0058	\$ 0.22	\$ 0.21	\$ 0.01
	Bulk per Quart	\$ 1.4577	\$ (0.1749)	\$ 0.1784	\$ 0.0405	\$ 1.50	\$ 1.36	\$ 0.14
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.0473	\$ (0.4857)	\$ 0.7136	\$ 0.1186	\$ 4.39	\$ 4.31	\$ 0.08
	1/2 GALLON	\$ 2.0695	\$ (0.2483)	\$ 0.3568	\$ 0.0604	\$ 2.24	\$ 2.19	\$ 0.05
	QUART	\$ 1.3170	\$ (0.1580)	\$ 0.1784	\$ 0.0371	\$ 1.37	\$ 1.30	\$ 0.07
	PINT	\$ 0.7590	\$ (0.0911)	\$ 0.0892	\$ 0.0210	\$ 0.78	\$ 0.77	\$ 0.01
	12 OUNCE	\$ 0.5822	\$ (0.0699)	\$ 0.0669	\$ 0.0161	\$ 0.60	\$ 0.57	\$ 0.03
	10 OUNCE	\$ 0.3643	\$ (0.0437)	\$ 0.0558	\$ 0.0104	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3073	\$ (0.0369)	\$ 0.0446	\$ 0.0087	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1931	\$ (0.0232)	\$ 0.0223	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.3194	\$ (0.1583)	\$ 0.1784	\$ 0.0372	\$ 1.38	\$ 1.22	\$ 0.16
FLAVORED NONFAT MILK	GALLON	\$ 3.8069	\$ (0.4568)	\$ 0.7136	\$ 0.1128	\$ 4.18	\$ 4.16	\$ 0.02
	1/2 GALLON	\$ 1.9493	\$ (0.2339)	\$ 0.3568	\$ 0.0575	\$ 2.13	\$ 2.12	\$ 0.01
	QUART	\$ 1.2569	\$ (0.1508)	\$ 0.1784	\$ 0.0356	\$ 1.32	\$ 1.26	\$ 0.06
	PINT	\$ 0.7289	\$ (0.0875)	\$ 0.0892	\$ 0.0203	\$ 0.75	\$ 0.75	\$ -
	12 OUNCE	\$ 0.5597	\$ (0.0672)	\$ 0.0669	\$ 0.0155	\$ 0.57	\$ 0.56	\$ 0.01
	10 OUNCE	\$ 0.3456	\$ (0.0415)	\$ 0.0558	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2922	\$ (0.0351)	\$ 0.0446	\$ 0.0084	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1855	\$ (0.0223)	\$ 0.0223	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.2593	\$ (0.1511)	\$ 0.1784	\$ 0.0357	\$ 1.32	\$ 1.19	\$ 0.13
BUTTERMILK	GALLON	\$ 4.3367	\$ (0.5204)	\$ 0.7136	\$ 0.1257	\$ 4.66	\$ 4.56	\$ 0.10
	1/2 GALLON	\$ 2.2143	\$ (0.2657)	\$ 0.3568	\$ 0.0640	\$ 2.37	\$ 2.32	\$ 0.05
	QUART	\$ 1.3894	\$ (0.1667)	\$ 0.1784	\$ 0.0389	\$ 1.44	\$ 1.36	\$ 0.08
	PINT	\$ 0.7951	\$ (0.0954)	\$ 0.0892	\$ 0.0219	\$ 0.81	\$ 0.80	\$ 0.01
	12 OUNCE	\$ 0.6093	\$ (0.0731)	\$ 0.0669	\$ 0.0167	\$ 0.62	\$ 0.60	\$ 0.02
	10 OUNCE	\$ 0.3870	\$ (0.0464)	\$ 0.0558	\$ 0.0110	\$ 0.41	\$ 0.40	\$ 0.01
	1/2 PINT	\$ 0.3253	\$ (0.0390)	\$ 0.0446	\$ 0.0092	\$ 0.34	\$ 0.34	\$ -
	4 OUNCE	\$ 0.2021	\$ (0.0243)	\$ 0.0223	\$ 0.0056	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.3917	\$ (0.1670)	\$ 0.1784	\$ 0.0389	\$ 1.44	\$ 1.29	\$ 0.15

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1784	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.3379	\$ (0.7605)	\$ 0.7136	\$ 0.1746	\$ 6.47	\$ 6.42	\$ 0.05
	1/2 GALLON	\$ 3.2148	\$ (0.3858)	\$ 0.3568	\$ 0.0884	\$ 3.27	\$ 3.25	\$ 0.02
	QUART	\$ 1.8897	\$ (0.2268)	\$ 0.1784	\$ 0.0511	\$ 1.89	\$ 1.83	\$ 0.06
	PINT	\$ 1.0453	\$ (0.1254)	\$ 0.0892	\$ 0.0280	\$ 1.06	\$ 1.04	\$ 0.02
	12 OUNCE	\$ 0.7970	\$ (0.0956)	\$ 0.0669	\$ 0.0213	\$ 0.81	\$ 0.78	\$ 0.03
	10 OUNCE	\$ 0.5433	\$ (0.0652)	\$ 0.0558	\$ 0.0148	\$ 0.55	\$ 0.55	\$ -
	1/2 PINT	\$ 0.4504	\$ (0.0540)	\$ 0.0446	\$ 0.0122	\$ 0.46	\$ 0.46	\$ -
	4 OUNCE	\$ 0.2647	\$ (0.0318)	\$ 0.0223	\$ 0.0071	\$ 0.27	\$ 0.26	\$ 0.01
	Bulk per Quart	\$ 1.8921	\$ (0.2271)	\$ 0.1784	\$ 0.0512	\$ 1.90	\$ 1.75	\$ 0.15