



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General
Order No. A-956 (CRO 13)

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

COST REPLACEMENT ORDER FOR THE WEST CENTRAL MILK MARKETING AREA, AREA NO. 6

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 this reference as though fully set forth in this order.

SECTION B SCOPE

- (a) The processing, packaging, and delivery costs, container costs, ingredient costs, shrinkage and net profit and loss on sales of bulk milk and bulk cream costs, and in-store handling costs adopted by the Board in this order will replace the costs for these cost centers embodied in Official General Order (OGO) A-956 (CRO 12) and will be incorporated into the wholesale and retail prices of Class I price-controlled packaged products sold in Milk Marketing Area 6, as defined in Section B of OGO A-956.
- (b) Wholesale and retail prices for Class II price-controlled packaged products sold in Milk Marketing Area No. 6 will reflect the costs adopted in this order.
- (c) The rate of return for dealers is 3.4%. The rate of return to retailers is 2.7%.

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-956

All parts of Official General Order A-956 not inconsistent with Section B of this order 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. 6

I. FINDINGS OF FACT

1. On April 19, 2023, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 6.

2. Notice of the hearing was published at 53 Pennsylvania Bulletin 1039 on February 18, 2023. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1626, 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 6 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of DFA Dairy Brands Fluid, LLC – Sharpville; DFA Dairy Brands Fluid, LLC – Schuylkill Haven; Galliker Dairy Company; Ritchey’s Dairy, Inc.; Turner Dairy Farms, Inc.; and Valley Farms Dairy, LLC.

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 6. The cross section dealers accounted for 75.34 percent of sales into Area 6. Dr. Hardbarger testified that considering the top five selling products in Area 6, the cross section dealer sales were close to the same as all dealers selling into Area 6. 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 6. 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 6.

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 \$0.3571 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 \$0.3571 per point for processing, packaging, and delivery, and further finds that \$0.3571 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 - \$0.0002/lb; Non-Fat Milk - \$0.0014/lb; Flavored Milk - \$0.0417/lb; Flavored Reduced Fat Milk - \$0.0467/lb; Flavored Non-Fat Milk - \$0.0368; Buttermilk - \$0.0330/lb; Egg Nog - \$0.1683/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 \$0.0314 per point between the first halves of 2021 and 2022. The Board finds that \$0.0314 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 testified that the cost of shrinkage and sales of bulk products for year 2021 was \$0.0074 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 \$0.0074 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 - \$0.2286; Half Gallon - \$0.2408; Quart - \$0.2140; Pint - \$0.1625; Half Pint (paper) - \$0.0309; Half Pint (plastic) - \$0.0532; 12 Ounce - \$0.0367; 10 Ounce - \$0.0587; 4 Ounce - \$0.0306; Bulk Per Quart (Dispenser) - \$0.1386. 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 \$0.0223 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 2020 container sales and 2020 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Ms. Deimler arrived the following container efficiency adjustments:

Gallon	\$(0.1259)
Half Gallon	\$(0.0525)
Quart	\$0.1095
Pint	\$0.1377
Half Pint	\$0.0239
4 ounce	\$0.0346
Bulk (per quart)	\$(0.0305)

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, the Board finds that the current Class II pricing methodology shall continue until a Class II hearing is called and the results memorialized in an Official General Order.

14. Ms. Deimler recommended that the dealer rate of return remain 3.4%. She testified 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 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 the dealer rate of return should remain at 3.4%.

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 the cost replacement process would result in the minimum retail price of a gallon of 2% milk increasing \$0.17. He testified that the increase was attributable to the increase in processing costs between 2020 and 2021 and the increase in the cost update adjustment between the first halves of 2021 and 2022.

II. CONCLUSIONS OF LAW

1. The April 19, 2023, cost replacement hearing for Milk Marketing Area No. 6 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.

2. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.

3. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.

4. The record of the Milk Marketing Area 5 hearing held on April 19, 2023, is incorporated by reference in the record of this hearing.

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 6

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$	2,037,234
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>3,241,443</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$	1,204,209
7. Weighted Delivery Points - YEAR 2021		<u>84,570,213</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0142</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 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	188,085
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>285,739</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	97,654
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>82,669,100</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0012</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**

**MILK COSTS BEFORE PACKAGING
DECEMBER 2022 MILK COST**

	Class I
Skim Rate	\$ 15.96
Butterfat Rate	\$ 2.7608

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B x BF Rate)	(D X Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Test (%)	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound

Class I	Standard (Whole) Milk	28,611,322	941,309	3.2900%	27,670,013	\$ 2,598,766	\$ 4,416,134	\$ 7,014,900	\$ 0.2452	\$ -	\$ 0.0074	\$ 0.2526
	Reduced Fat (2%) Milk	29,156,971	554,893	1.9031%	28,602,078	\$ 1,531,949	\$ 4,564,892	\$ 6,096,841	\$ 0.2091	\$ 0.0002	\$ 0.0074	\$ 0.2167
	Low Fat (1%) Milk	13,542,534	123,493	0.9119%	13,419,041	\$ 340,939	\$ 2,141,679	\$ 2,482,618	\$ 0.1833	\$ 0.0002	\$ 0.0074	\$ 0.1909
	Non Fat (Skim) Milk	7,253,212	9,535	0.1315%	7,243,677	\$ 26,324	\$ 1,156,091	\$ 1,182,415	\$ 0.1630	\$ 0.0014	\$ 0.0074	\$ 0.1718
	Flavored Milk	10,551,537	346,373	3.2827%	10,205,164	\$ 956,267	\$ 1,628,744	\$ 2,585,011	\$ 0.2450	\$ 0.0417	\$ 0.0074	\$ 0.2941
	Flavored Reduced Fat Milk	6,712,991	76,191	1.1350%	6,636,800	\$ 210,348	\$ 1,059,233	\$ 1,269,581	\$ 0.1891	\$ 0.0467	\$ 0.0074	\$ 0.2432
	Flavored NONFAT Milk	3,259,860	4,425	0.1357%	3,255,435	\$ 12,217	\$ 519,567	\$ 531,784	\$ 0.1631	\$ 0.0368	\$ 0.0074	\$ 0.2073
	Buttermilk	421,213	4,273	1.0145%	416,940	\$ 11,797	\$ 66,544	\$ 78,341	\$ 0.1860	\$ 0.0330	\$ 0.0074	\$ 0.2264
	Egg Nog	168,152	11,082	6.5905%	157,070	\$ 30,595	\$ 25,068	\$ 55,663	\$ 0.3310	\$ 0.1683	\$ 0.0074	\$ 0.5067

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

**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	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	\$ 2.1724	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.9155	\$ 0.1378	\$ 4.0533	\$ (0.5640)	\$ 0.9864	\$ 4.4757	\$ 4.2835	\$ 0.1922
	1/2 GALLON	\$ 1.0862	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 2.0927	\$ 0.0737	\$ 2.1664	\$ (0.2820)	\$ 0.4932	\$ 2.3776	\$ 2.2199	\$ 0.1577
	QUART	\$ 0.5431	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.2800	\$ 0.0451	\$ 1.3251	\$ (0.1410)	\$ 0.2466	\$ 1.4307	\$ 1.3601	\$ 0.0706
	PINT	\$ 0.2715	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7803	\$ 0.0275	\$ 0.8078	\$ (0.0705)	\$ 0.1233	\$ 0.8606	\$ 0.8365	\$ 0.0241
	12 OUNCE	\$ 0.2037	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3932	\$ 0.0138	\$ 0.4070	\$ (0.0529)	\$ 0.0925	\$ 0.4466	\$ 0.4261	\$ 0.0205
	10 OUNCE	\$ 0.1697	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3558	\$ 0.0125	\$ 0.3683	\$ (0.0441)	\$ 0.0771	\$ 0.4013	\$ 0.3842	\$ 0.0171
	1/2 PINT	\$ 0.1358	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2998	\$ 0.0106	\$ 0.3104	\$ (0.0353)	\$ 0.0617	\$ 0.3368	\$ 0.3227	\$ 0.0141
	4 OUNCE	\$ 0.0679	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1845	\$ 0.0065	\$ 0.1910	\$ (0.0177)	\$ 0.0309	\$ 0.2042	\$ 0.1948	\$ 0.0094
	Bulk per Quart	\$ 0.5431	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.0605	\$ 0.0373	\$ 1.0978	\$ (0.1410)	\$ 0.2466	\$ 1.2034	\$ 1.1558	\$ 0.0476
	REDUCED FAT (2%) MILK	GALLON	\$ 1.8680	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.6111	\$ 0.1271	\$ 3.7382	\$ (0.5640)	\$ 0.9864	\$ 4.1606	\$ 3.9719
1/2 GALLON		\$ 0.9340	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.9405	\$ 0.0683	\$ 2.0088	\$ (0.2820)	\$ 0.4932	\$ 2.2200	\$ 2.0641	\$ 0.1559
QUART		\$ 0.4670	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.2039	\$ 0.0424	\$ 1.2463	\$ (0.1410)	\$ 0.2466	\$ 1.3519	\$ 1.2821	\$ 0.0698
PINT		\$ 0.2335	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7423	\$ 0.0261	\$ 0.7684	\$ (0.0705)	\$ 0.1233	\$ 0.8212	\$ 0.7976	\$ 0.0236
12 OUNCE		\$ 0.1751	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3646	\$ 0.0128	\$ 0.3774	\$ (0.0529)	\$ 0.0925	\$ 0.4170	\$ 0.3969	\$ 0.0201
10 OUNCE		\$ 0.1459	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3320	\$ 0.0117	\$ 0.3437	\$ (0.0441)	\$ 0.0771	\$ 0.3767	\$ 0.3599	\$ 0.0168
1/2 PINT		\$ 0.1167	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2807	\$ 0.0099	\$ 0.2906	\$ (0.0353)	\$ 0.0617	\$ 0.3170	\$ 0.3032	\$ 0.0138
4 OUNCE		\$ 0.0584	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1750	\$ 0.0062	\$ 0.1812	\$ (0.0177)	\$ 0.0309	\$ 0.1944	\$ 0.1850	\$ 0.0094
Bulk per Quart		\$ 0.4670	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 0.9844	\$ 0.0346	\$ 1.0190	\$ (0.1410)	\$ 0.2466	\$ 1.1246	\$ 1.0779	\$ 0.0467
LOWFAT (1%) MILK		GALLON	\$ 1.6456	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.3887	\$ 0.1193	\$ 3.5080	\$ (0.5640)	\$ 0.9864	\$ 3.9304	\$ 3.7488
	1/2 GALLON	\$ 0.8228	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.8293	\$ 0.0644	\$ 1.8937	\$ (0.2820)	\$ 0.4932	\$ 2.1049	\$ 1.9525	\$ 0.1524
	QUART	\$ 0.4114	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.1483	\$ 0.0404	\$ 1.1887	\$ (0.1410)	\$ 0.2466	\$ 1.2943	\$ 1.2264	\$ 0.0679
	PINT	\$ 0.2057	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7145	\$ 0.0251	\$ 0.7396	\$ (0.0705)	\$ 0.1233	\$ 0.7924	\$ 0.7697	\$ 0.0227
	12 OUNCE	\$ 0.1543	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3438	\$ 0.0121	\$ 0.3559	\$ (0.0529)	\$ 0.0925	\$ 0.3955	\$ 0.3760	\$ 0.0195
	10 OUNCE	\$ 0.1286	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3147	\$ 0.0111	\$ 0.3258	\$ (0.0441)	\$ 0.0771	\$ 0.3588	\$ 0.3424	\$ 0.0164
	1/2 PINT	\$ 0.1028	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2668	\$ 0.0094	\$ 0.2762	\$ (0.0353)	\$ 0.0617	\$ 0.3026	\$ 0.2892	\$ 0.0134
	4 OUNCE	\$ 0.0514	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1680	\$ 0.0059	\$ 0.1739	\$ (0.0177)	\$ 0.0309	\$ 0.1871	\$ 0.1781	\$ 0.0090
	Bulk per Quart	\$ 0.4114	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 0.9288	\$ 0.0327	\$ 0.9615	\$ (0.1410)	\$ 0.2466	\$ 1.0671	\$ 1.0222	\$ 0.0449
	NONFAT (SKIM) MILK	GALLON	\$ 1.4826	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.2257	\$ 0.1135	\$ 3.3392	\$ (0.5640)	\$ 0.9864	\$ 3.7616	\$ 3.5613
1/2 GALLON		\$ 0.7413	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.7478	\$ 0.0615	\$ 1.8093	\$ (0.2820)	\$ 0.4932	\$ 2.0205	\$ 1.8588	\$ 0.1617
QUART		\$ 0.3707	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.1076	\$ 0.0390	\$ 1.1466	\$ (0.1410)	\$ 0.2466	\$ 1.2522	\$ 1.1795	\$ 0.0727
PINT		\$ 0.1853	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.6941	\$ 0.0244	\$ 0.7185	\$ (0.0705)	\$ 0.1233	\$ 0.7713	\$ 0.7463	\$ 0.0250
12 OUNCE		\$ 0.1390	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3285	\$ 0.0116	\$ 0.3401	\$ (0.0529)	\$ 0.0925	\$ 0.3797	\$ 0.3584	\$ 0.0213
10 OUNCE		\$ 0.1158	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3019	\$ 0.0106	\$ 0.3125	\$ (0.0441)	\$ 0.0771	\$ 0.3455	\$ 0.3278	\$ 0.0177
1/2 PINT		\$ 0.0927	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2567	\$ 0.0090	\$ 0.2657	\$ (0.0353)	\$ 0.0617	\$ 0.2921	\$ 0.2775	\$ 0.0146
4 OUNCE		\$ 0.0463	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1629	\$ 0.0057	\$ 0.1686	\$ (0.0177)	\$ 0.0309	\$ 0.1818	\$ 0.1722	\$ 0.0096
Bulk per Quart		\$ 0.3707	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 0.8881	\$ 0.0313	\$ 0.9194	\$ (0.1410)	\$ 0.2466	\$ 1.0250	\$ 0.9753	\$ 0.0497

Footnote:
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

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

**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	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	\$ 2.3528	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 4.0959	\$ 0.1442	\$ 4.2401	\$ (0.5640)	\$ 0.9864	\$ 4.6625	\$ 4.4657	\$ 0.1968
	1/2 GALLON	\$ 1.1764	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 2.1829	\$ 0.0768	\$ 2.2597	\$ (0.2820)	\$ 0.4932	\$ 2.4709	\$ 2.3110	\$ 0.1599
	QUART	\$ 0.5882	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.3251	\$ 0.0466	\$ 1.3717	\$ (0.1410)	\$ 0.2466	\$ 1.4773	\$ 1.4056	\$ 0.0717
	PINT	\$ 0.2941	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.8029	\$ 0.0283	\$ 0.8312	\$ (0.0705)	\$ 0.1233	\$ 0.8840	\$ 0.8593	\$ 0.0247
	12 OUNCE	\$ 0.2206	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.4101	\$ 0.0144	\$ 0.4245	\$ (0.0529)	\$ 0.0925	\$ 0.4641	\$ 0.4432	\$ 0.0209
	10 OUNCE	\$ 0.1838	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3699	\$ 0.0130	\$ 0.3829	\$ (0.0441)	\$ 0.0771	\$ 0.4159	\$ 0.3985	\$ 0.0174
	1/2 PINT	\$ 0.1471	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.3111	\$ 0.0110	\$ 0.3221	\$ (0.0353)	\$ 0.0617	\$ 0.3485	\$ 0.3341	\$ 0.0144
	4 OUNCE	\$ 0.0735	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1901	\$ 0.0067	\$ 0.1968	\$ (0.0177)	\$ 0.0309	\$ 0.2100	\$ 0.2005	\$ 0.0095
	Bulk per Quart	\$ 0.5882	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.1056	\$ 0.0389	\$ 1.1445	\$ (0.1410)	\$ 0.2466	\$ 1.2501	\$ 1.2014	\$ 0.0487
	FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9456	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.6887	\$ 0.1298	\$ 3.8185	\$ (0.5640)	\$ 0.9864	\$ 4.2409	\$ 4.0193
1/2 GALLON		\$ 0.9728	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.9793	\$ 0.0697	\$ 2.0490	\$ (0.2820)	\$ 0.4932	\$ 2.2602	\$ 2.0878	\$ 0.1724
QUART		\$ 0.4864	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.2233	\$ 0.0431	\$ 1.2664	\$ (0.1410)	\$ 0.2466	\$ 1.3720	\$ 1.2940	\$ 0.0780
PINT		\$ 0.2432	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7520	\$ 0.0265	\$ 0.7785	\$ (0.0705)	\$ 0.1233	\$ 0.8313	\$ 0.8035	\$ 0.0278
12 OUNCE		\$ 0.1824	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3719	\$ 0.0131	\$ 0.3850	\$ (0.0529)	\$ 0.0925	\$ 0.4246	\$ 0.4014	\$ 0.0232
10 OUNCE		\$ 0.1520	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3381	\$ 0.0119	\$ 0.3500	\$ (0.0441)	\$ 0.0771	\$ 0.3830	\$ 0.3636	\$ 0.0194
1/2 PINT		\$ 0.1216	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2856	\$ 0.0101	\$ 0.2957	\$ (0.0353)	\$ 0.0617	\$ 0.3221	\$ 0.3062	\$ 0.0159
4 OUNCE		\$ 0.0608	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1774	\$ 0.0062	\$ 0.1836	\$ (0.0177)	\$ 0.0309	\$ 0.1968	\$ 0.1865	\$ 0.0103
Bulk per Quart		\$ 0.4864	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.0038	\$ 0.0353	\$ 1.0391	\$ (0.1410)	\$ 0.2466	\$ 1.1447	\$ 1.0898	\$ 0.0549
FLAVORED NONFAT MILK		GALLON	\$ 1.6584	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.4015	\$ 0.1197	\$ 3.5212	\$ (0.5640)	\$ 0.9864	\$ 3.9436	\$ 3.7419
	1/2 GALLON	\$ 0.8292	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.8357	\$ 0.0646	\$ 1.9003	\$ (0.2820)	\$ 0.4932	\$ 2.1115	\$ 1.9491	\$ 0.1624
	QUART	\$ 0.4146	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.1515	\$ 0.0405	\$ 1.1920	\$ (0.1410)	\$ 0.2466	\$ 1.2976	\$ 1.2246	\$ 0.0730
	PINT	\$ 0.2073	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7161	\$ 0.0252	\$ 0.7413	\$ (0.0705)	\$ 0.1233	\$ 0.7941	\$ 0.7688	\$ 0.0253
	12 OUNCE	\$ 0.1555	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3450	\$ 0.0121	\$ 0.3571	\$ (0.0529)	\$ 0.0925	\$ 0.3967	\$ 0.3754	\$ 0.0213
	10 OUNCE	\$ 0.1296	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3157	\$ 0.0111	\$ 0.3268	\$ (0.0441)	\$ 0.0771	\$ 0.3598	\$ 0.3419	\$ 0.0179
	1/2 PINT	\$ 0.1037	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2677	\$ 0.0094	\$ 0.2771	\$ (0.0353)	\$ 0.0617	\$ 0.3035	\$ 0.2888	\$ 0.0147
	4 OUNCE	\$ 0.0518	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1684	\$ 0.0059	\$ 0.1743	\$ (0.0177)	\$ 0.0309	\$ 0.1875	\$ 0.1779	\$ 0.0096
	Bulk per Quart	\$ 0.4146	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 0.9320	\$ 0.0328	\$ 0.9648	\$ (0.1410)	\$ 0.2466	\$ 1.0704	\$ 1.0204	\$ 0.0500
	BUTTERMILK	GALLON	\$ 1.9516	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.6947	\$ 0.1300	\$ 3.8247	\$ (0.5640)	\$ 0.9864	\$ 4.2471	\$ 4.0156
1/2 GALLON		\$ 0.9758	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.9823	\$ 0.0698	\$ 2.0521	\$ (0.2820)	\$ 0.4932	\$ 2.2633	\$ 2.0859	\$ 0.1774
QUART		\$ 0.4879	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.2248	\$ 0.0431	\$ 1.2679	\$ (0.1410)	\$ 0.2466	\$ 1.3735	\$ 1.2931	\$ 0.0804
PINT		\$ 0.2439	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7527	\$ 0.0265	\$ 0.7792	\$ (0.0705)	\$ 0.1233	\$ 0.8320	\$ 0.8030	\$ 0.0290
12 OUNCE		\$ 0.1830	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3725	\$ 0.0131	\$ 0.3856	\$ (0.0529)	\$ 0.0925	\$ 0.4252	\$ 0.4010	\$ 0.0242
10 OUNCE		\$ 0.1525	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3386	\$ 0.0119	\$ 0.3505	\$ (0.0441)	\$ 0.0771	\$ 0.3835	\$ 0.3633	\$ 0.0202
1/2 PINT		\$ 0.1220	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2860	\$ 0.0101	\$ 0.2961	\$ (0.0353)	\$ 0.0617	\$ 0.3225	\$ 0.3059	\$ 0.0166
4 OUNCE		\$ 0.0610	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1776	\$ 0.0062	\$ 0.1838	\$ (0.0177)	\$ 0.0309	\$ 0.1970	\$ 0.1864	\$ 0.0106
Bulk per Quart		\$ 0.4879	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.0053	\$ 0.0354	\$ 1.0407	\$ (0.1410)	\$ 0.2466	\$ 1.1463	\$ 1.0888	\$ 0.0575

Footnote:
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

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

**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	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	\$ 4.0536	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 5.7967	\$ 0.2040	\$ 6.0007	\$ (0.5640)	\$ 0.9864	\$ 6.4231	\$ 5.9580	\$ 0.4651
	1/2 GALLON	\$ 2.0268	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 3.0333	\$ 0.1068	\$ 3.1401	\$ (0.2820)	\$ 0.4932	\$ 3.3513	\$ 3.0572	\$ 0.2941
	QUART	\$ 1.0134	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.7503	\$ 0.0616	\$ 1.8119	\$ (0.1410)	\$ 0.2466	\$ 1.9175	\$ 1.7787	\$ 0.1388
	PINT	\$ 0.5067	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 1.0155	\$ 0.0357	\$ 1.0512	\$ (0.0705)	\$ 0.1233	\$ 1.1040	\$ 1.0459	\$ 0.0581
	12 OUNCE	\$ 0.3800	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.5695	\$ 0.0200	\$ 0.5895	\$ (0.0529)	\$ 0.0925	\$ 0.6291	\$ 0.5832	\$ 0.0459
	10 OUNCE	\$ 0.3167	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.5028	\$ 0.0177	\$ 0.5205	\$ (0.0441)	\$ 0.0771	\$ 0.5535	\$ 0.5151	\$ 0.0384
	1/2 PINT	\$ 0.2534	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.4174	\$ 0.0147	\$ 0.4321	\$ (0.0353)	\$ 0.0617	\$ 0.4585	\$ 0.4273	\$ 0.0312
	4 OUNCE	\$ 0.1267	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.2433	\$ 0.0086	\$ 0.2519	\$ (0.0177)	\$ 0.0309	\$ 0.2651	\$ 0.2472	\$ 0.0179
	Bulk per Quart	\$ 1.0134	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.5308	\$ 0.0539	\$ 1.5847	\$ (0.1410)	\$ 0.2466	\$ 1.6903	\$ 1.5744	\$ 0.1159

Footnote:
1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
FEBRUARY 2023 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 \$ 0.1726	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.4757	\$ (0.5595)	\$ 0.6904	\$ 0.1278	\$ 4.73	\$ 4.56	\$ 0.17
	1/2 GALLON	\$ 2.3776	\$ (0.2972)	\$ 0.3452	\$ 0.0673	\$ 2.49	\$ 2.35	\$ 0.14
	QUART	\$ 1.4307	\$ (0.1788)	\$ 0.1726	\$ 0.0395	\$ 1.46	\$ 1.40	\$ 0.06
	PINT	\$ 0.8606	\$ (0.1076)	\$ 0.0863	\$ 0.0233	\$ 0.87	\$ 0.84	\$ 0.03
	12 OUNCE	\$ 0.4466	\$ (0.0558)	\$ 0.0647	\$ 0.0126	\$ 0.47	\$ 0.45	\$ 0.02
	10 OUNCE	\$ 0.4013	\$ (0.0502)	\$ 0.0539	\$ 0.0112	\$ 0.42	\$ 0.40	\$ 0.02
	1/2 PINT	\$ 0.3368	\$ (0.0421)	\$ 0.0432	\$ 0.0094	\$ 0.35	\$ 0.33	\$ 0.02
	4 OUNCE	\$ 0.2042	\$ (0.0255)	\$ 0.0216	\$ 0.0056	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2034	\$ (0.1504)	\$ 0.1726	\$ 0.0340	\$ 1.26	\$ 1.22	\$ 0.04
REDUCED FAT (2%) MILK	GALLON	\$ 4.1606	\$ (0.5201)	\$ 0.6904	\$ 0.1202	\$ 4.45	\$ 4.28	\$ 0.17
	1/2 GALLON	\$ 2.2200	\$ (0.2775)	\$ 0.3452	\$ 0.0635	\$ 2.35	\$ 2.21	\$ 0.14
	QUART	\$ 1.3519	\$ (0.1690)	\$ 0.1726	\$ 0.0376	\$ 1.39	\$ 1.33	\$ 0.06
	PINT	\$ 0.8212	\$ (0.1027)	\$ 0.0863	\$ 0.0223	\$ 0.83	\$ 0.81	\$ 0.02
	12 OUNCE	\$ 0.4170	\$ (0.0521)	\$ 0.0647	\$ 0.0119	\$ 0.44	\$ 0.42	\$ 0.02
	10 OUNCE	\$ 0.3767	\$ (0.0471)	\$ 0.0539	\$ 0.0106	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3170	\$ (0.0396)	\$ 0.0432	\$ 0.0089	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.1944	\$ (0.0243)	\$ 0.0216	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1246	\$ (0.1406)	\$ 0.1726	\$ 0.0321	\$ 1.19	\$ 1.15	\$ 0.04
LOWFAT (1%) MILK	GALLON	\$ 3.9304	\$ (0.4913)	\$ 0.6904	\$ 0.1146	\$ 4.24	\$ 4.08	\$ 0.16
	1/2 GALLON	\$ 2.1049	\$ (0.2631)	\$ 0.3452	\$ 0.0607	\$ 2.25	\$ 2.11	\$ 0.14
	QUART	\$ 1.2943	\$ (0.1618)	\$ 0.1726	\$ 0.0362	\$ 1.34	\$ 1.28	\$ 0.06
	PINT	\$ 0.7924	\$ (0.0991)	\$ 0.0863	\$ 0.0216	\$ 0.80	\$ 0.78	\$ 0.02
	12 OUNCE	\$ 0.3955	\$ (0.0494)	\$ 0.0647	\$ 0.0114	\$ 0.42	\$ 0.40	\$ 0.02
	10 OUNCE	\$ 0.3588	\$ (0.0449)	\$ 0.0539	\$ 0.0102	\$ 0.38	\$ 0.36	\$ 0.02
	1/2 PINT	\$ 0.3026	\$ (0.0378)	\$ 0.0432	\$ 0.0085	\$ 0.32	\$ 0.30	\$ 0.02
	4 OUNCE	\$ 0.1871	\$ (0.0234)	\$ 0.0216	\$ 0.0051	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0671	\$ (0.1334)	\$ 0.1726	\$ 0.0307	\$ 1.14	\$ 1.10	\$ 0.04
NONFAT (SKIM) MILK	GALLON	\$ 3.7616	\$ (0.4702)	\$ 0.6904	\$ 0.1105	\$ 4.09	\$ 3.91	\$ 0.18
	1/2 GALLON	\$ 2.0205	\$ (0.2526)	\$ 0.3452	\$ 0.0586	\$ 2.17	\$ 2.03	\$ 0.14
	QUART	\$ 1.2522	\$ (0.1565)	\$ 0.1726	\$ 0.0352	\$ 1.30	\$ 1.24	\$ 0.06
	PINT	\$ 0.7713	\$ (0.0964)	\$ 0.0863	\$ 0.0211	\$ 0.78	\$ 0.76	\$ 0.02
	12 OUNCE	\$ 0.3797	\$ (0.0475)	\$ 0.0647	\$ 0.0110	\$ 0.41	\$ 0.39	\$ 0.02
	10 OUNCE	\$ 0.3455	\$ (0.0432)	\$ 0.0539	\$ 0.0099	\$ 0.37	\$ 0.35	\$ 0.02
	1/2 PINT	\$ 0.2921	\$ (0.0365)	\$ 0.0432	\$ 0.0083	\$ 0.31	\$ 0.29	\$ 0.02
	4 OUNCE	\$ 0.1818	\$ (0.0227)	\$ 0.0216	\$ 0.0050	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0250	\$ (0.1281)	\$ 0.1726	\$ 0.0297	\$ 1.10	\$ 1.05	\$ 0.05

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

**RETAIL PRICE BUILDUP
FEBRUARY 2023 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 \$ 0.1726	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.6625	\$ (0.5828)	\$ 0.6904	\$ 0.1324	\$ 4.90	\$ 4.73	\$ 0.17
	1/2 GALLON	\$ 2.4709	\$ (0.3089)	\$ 0.3452	\$ 0.0696	\$ 2.58	\$ 2.43	\$ 0.15
	QUART	\$ 1.4773	\$ (0.1847)	\$ 0.1726	\$ 0.0407	\$ 1.51	\$ 1.44	\$ 0.07
	PINT	\$ 0.8840	\$ (0.1105)	\$ 0.0863	\$ 0.0239	\$ 0.89	\$ 0.86	\$ 0.03
	12 OUNCE	\$ 0.4641	\$ (0.0580)	\$ 0.0647	\$ 0.0131	\$ 0.48	\$ 0.47	\$ 0.01
	10 OUNCE	\$ 0.4159	\$ (0.0520)	\$ 0.0539	\$ 0.0116	\$ 0.43	\$ 0.41	\$ 0.02
	1/2 PINT	\$ 0.3485	\$ (0.0436)	\$ 0.0432	\$ 0.0097	\$ 0.36	\$ 0.34	\$ 0.02
	4 OUNCE	\$ 0.2100	\$ (0.0263)	\$ 0.0216	\$ 0.0057	\$ 0.22	\$ 0.21	\$ 0.01
	Bulk per Quart	\$ 1.2501	\$ (0.1563)	\$ 0.1726	\$ 0.0351	\$ 1.30	\$ 1.26	\$ 0.04
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.2409	\$ (0.5301)	\$ 0.6904	\$ 0.1221	\$ 4.52	\$ 4.32	\$ 0.20
	1/2 GALLON	\$ 2.2602	\$ (0.2825)	\$ 0.3452	\$ 0.0645	\$ 2.39	\$ 2.23	\$ 0.16
	QUART	\$ 1.3720	\$ (0.1715)	\$ 0.1726	\$ 0.0381	\$ 1.41	\$ 1.34	\$ 0.07
	PINT	\$ 0.8313	\$ (0.1039)	\$ 0.0863	\$ 0.0226	\$ 0.84	\$ 0.81	\$ 0.03
	12 OUNCE	\$ 0.4246	\$ (0.0531)	\$ 0.0647	\$ 0.0121	\$ 0.45	\$ 0.43	\$ 0.02
	10 OUNCE	\$ 0.3830	\$ (0.0479)	\$ 0.0539	\$ 0.0108	\$ 0.40	\$ 0.38	\$ 0.02
	1/2 PINT	\$ 0.3221	\$ (0.0403)	\$ 0.0432	\$ 0.0090	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.1968	\$ (0.0246)	\$ 0.0216	\$ 0.0054	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1447	\$ (0.1431)	\$ 0.1726	\$ 0.0326	\$ 1.21	\$ 1.16	\$ 0.05
FLAVORED NONFAT MILK	GALLON	\$ 3.9436	\$ (0.4930)	\$ 0.6904	\$ 0.1149	\$ 4.26	\$ 4.07	\$ 0.19
	1/2 GALLON	\$ 2.1115	\$ (0.2639)	\$ 0.3452	\$ 0.0608	\$ 2.25	\$ 2.11	\$ 0.14
	QUART	\$ 1.2976	\$ (0.1622)	\$ 0.1726	\$ 0.0363	\$ 1.34	\$ 1.28	\$ 0.06
	PINT	\$ 0.7941	\$ (0.0993)	\$ 0.0863	\$ 0.0217	\$ 0.80	\$ 0.78	\$ 0.02
	12 OUNCE	\$ 0.3967	\$ (0.0496)	\$ 0.0647	\$ 0.0114	\$ 0.42	\$ 0.40	\$ 0.02
	10 OUNCE	\$ 0.3598	\$ (0.0450)	\$ 0.0539	\$ 0.0102	\$ 0.38	\$ 0.36	\$ 0.02
	1/2 PINT	\$ 0.3035	\$ (0.0379)	\$ 0.0432	\$ 0.0086	\$ 0.32	\$ 0.30	\$ 0.02
	4 OUNCE	\$ 0.1875	\$ (0.0234)	\$ 0.0216	\$ 0.0052	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0704	\$ (0.1338)	\$ 0.1726	\$ 0.0308	\$ 1.14	\$ 1.10	\$ 0.04
BUTTERMILK	GALLON	\$ 4.2471	\$ (0.5309)	\$ 0.6904	\$ 0.1223	\$ 4.53	\$ 4.32	\$ 0.21
	1/2 GALLON	\$ 2.2633	\$ (0.2829)	\$ 0.3452	\$ 0.0645	\$ 2.39	\$ 2.23	\$ 0.16
	QUART	\$ 1.3735	\$ (0.1717)	\$ 0.1726	\$ 0.0381	\$ 1.41	\$ 1.34	\$ 0.07
	PINT	\$ 0.8320	\$ (0.1040)	\$ 0.0863	\$ 0.0226	\$ 0.84	\$ 0.81	\$ 0.03
	12 OUNCE	\$ 0.4252	\$ (0.0532)	\$ 0.0647	\$ 0.0121	\$ 0.45	\$ 0.43	\$ 0.02
	10 OUNCE	\$ 0.3835	\$ (0.0479)	\$ 0.0539	\$ 0.0108	\$ 0.40	\$ 0.38	\$ 0.02
	1/2 PINT	\$ 0.3225	\$ (0.0403)	\$ 0.0432	\$ 0.0090	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.1970	\$ (0.0246)	\$ 0.0216	\$ 0.0054	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1463	\$ (0.1433)	\$ 0.1726	\$ 0.0326	\$ 1.21	\$ 1.16	\$ 0.05

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

**RETAIL PRICE BUILDUP
FEBRUARY 2023 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 \$ 0.1726	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.4231	\$ (0.8029)	\$ 0.6904	\$ 0.1751	\$ 6.49	\$ 6.07	\$ 0.42
	1/2 GALLON	\$ 3.3513	\$ (0.4189)	\$ 0.3452	\$ 0.0910	\$ 3.37	\$ 3.10	\$ 0.27
	QUART	\$ 1.9175	\$ (0.2397)	\$ 0.1726	\$ 0.0513	\$ 1.93	\$ 1.78	\$ 0.15
	PINT	\$ 1.1040	\$ (0.1380)	\$ 0.0863	\$ 0.0292	\$ 1.11	\$ 1.06	\$ 0.05
	12 OUNCE	\$ 0.6291	\$ (0.0786)	\$ 0.0647	\$ 0.0171	\$ 0.63	\$ 0.59	\$ 0.04
	10 OUNCE	\$ 0.5535	\$ (0.0692)	\$ 0.0539	\$ 0.0149	\$ 0.56	\$ 0.52	\$ 0.04
	1/2 PINT	\$ 0.4585	\$ (0.0573)	\$ 0.0432	\$ 0.0123	\$ 0.46	\$ 0.43	\$ 0.03
	4 OUNCE	\$ 0.2651	\$ (0.0331)	\$ 0.0216	\$ 0.0070	\$ 0.28	\$ 0.26	\$ 0.02
	Bulk per Quart	\$ 1.6903	\$ (0.2113)	\$ 0.1726	\$ 0.0458	\$ 1.70	\$ 1.59	\$ 0.11