

Pennsylvania Milk Marketing Board
SALES IN MMB AREA 4 BY TYPE OF MILK

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 4 vs CRH cross-section dealers¹

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Standard Whole Milk	31.95	32.46
Reduced Fat 2%	28.69	30.92
Lowfat 1%	11.25	13.61
Nonfat	8.03	7.66
Reduced Fat Flavored 2%	4.93	6.21
TOTALS	84.85	90.86

CRH Cross-Section Dealers, Area 4:

- DFA Dairy Brands Fluid, LLC – Lebanon
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Galliker Dairy Company
- Harrisburg Dairies, Inc.
- Rutter Brothers Dairy, Inc.
- Turkey Hill, LLC

¹ Source: PMMB monthly dealer reports, 2021

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2021 DATA**

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,964,211	128,527,383	\$ 0.0308
Standardization & Pasteurization	\$ 5,198,745	271,732,462	\$ 0.0191
Bottling	\$ 11,499,578	238,181,102	\$ 0.0483
Cold Room	\$ 11,073,467	246,703,349	\$ 0.0449
Delivery	\$ 10,496,585	89,866,557	\$ 0.1168
Selling	\$ 2,871,392	101,265,169	\$ 0.0284

Total Cost per Point **\$ 0.2883**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

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	\$ 170,013	801,405	\$ 0.2121			
		Purchased	\$ 2,602,586	10,457,981	\$ 0.2489			
			\$ 2,772,599	11,259,386	\$ 0.2462	\$ 0.2362	1.18%	\$ 0.2390
1/2 GALLON	Plastic	Blow Molded	\$ 130,335	469,539	\$ 0.2776			
		Purchased	\$ 1,988,456	10,655,178	\$ 0.1866			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,118,791	11,124,717	\$ 0.1905	\$ 0.1843	1.26%	\$ 0.1866
QUART	Plastic	Purchased	\$ 527,655	2,589,717	\$ 0.2038			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 527,655	2,589,717	\$ 0.2038	\$ 0.2181	1.57%	\$ 0.2215
PINT	Plastic	Purchased	\$ 1,382,513	8,678,552	\$ 0.1593			
	Paper	Purchased	\$ 3,745	83,602	\$ 0.0448			
	Combined		\$ 1,386,258	8,762,154	\$ 0.1582	\$ 0.1627	1.62%	\$ 0.1653
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0309	\$ 0.0309		\$ 0.0309
1/2 PINT	Plastic	Purchased	\$ 189,019	2,228,992	\$ 0.0848	\$ 0.0920	0.92%	\$ 0.0928
	Paper	Purchased	\$ 1,045,722	36,451,538	\$ 0.0287	\$ 0.0334	0.85%	\$ 0.0337
4 Ounce	Paper	Purchased	\$ 17,122	584,402	\$ 0.0293	\$ 0.0293	1.53%	\$ 0.0297
Bulk Per Quart		Purchased	\$ 31,997	494,602	\$ 0.0647	\$ 0.0647	1.30%	\$ 0.0655

Footnote:

1. None of the Area 4 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 4

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 2,054	56,693,737	\$ -
Reduced Fat (2%) Milk	\$ 5,823	52,333,913	\$ 0.0001
Low Fat (1%) Milk	\$ 3,810	24,711,845	\$ 0.0002
Non Fat (Skim) Milk	\$ 42,268	12,863,428	\$ 0.0033
Flavored Milk	\$ 530,762	10,296,305	\$ 0.0515
Flavored Reduced Fat Milk	\$ 415,144	9,802,559	\$ 0.0424
Flavored NONFAT Milk	\$ 219,167	7,635,354	\$ 0.0287
Buttermilk	\$ 1,279	39,767	\$ 0.0322
Egg Nog	\$ 350,021	916,953	\$ 0.3817

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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	Shrinkage	13,583,942	13,306,594	n/a	\$ 2,034,369	n/a	\$ 2,034,369 \$ 590,250
2	Bulk MILK - diverted	54,687,240	2,137,820	\$ 8,168,897	\$ 8,844,289	n/a	\$ 675,392 \$ 79,576
3	Bulk MILK - transferred	5,389,588	33,556	\$ 235,664	\$ 601,074	\$ 169,622	\$ 535,032 \$ 37,733
4	Bulk MILK - TOTAL (Rows 2 + 3)	60,076,828	2,171,376	\$ 8,404,561	\$ 9,445,363	\$ 169,622	\$ 1,210,424 \$ 117,309
5	Bulk CREAM - transferred	25,654,681	10,864,689	\$ 24,458,899	\$ 22,088,757	\$ 806,104	\$ (1,564,038) \$ (464,539)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 590,250	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ 117,309	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (464,539)	
9	Total	\$ 243,020	229,650,185 \$ 0.0011

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

	Class I
Skim Rate	\$ 16.38
Butterfat Rate	\$ 2.7650

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	56,693,737	1,876,455	3.3098%	54,817,282	\$ 5,188,398	\$ 8,979,071	\$ 14,167,469	\$ 0.2499	\$ -	\$ 0.0011	\$ 0.2510
Reduced Fat (2%) Milk	52,333,913	1,035,347	1.9783%	51,298,566	\$ 2,862,734	\$ 8,402,705	\$ 11,265,439	\$ 0.2153	\$ 0.0001	\$ 0.0011	\$ 0.2165
Low Fat (1%) Milk	24,711,845	230,265	0.9318%	24,481,580	\$ 636,683	\$ 4,010,083	\$ 4,646,766	\$ 0.1880	\$ 0.0002	\$ 0.0011	\$ 0.1893
Non Fat (Skim) Milk	12,863,428	10,138	0.0788%	12,853,290	\$ 28,032	\$ 2,105,369	\$ 2,133,401	\$ 0.1659	\$ 0.0033	\$ 0.0011	\$ 0.1703
Flavored Milk	10,296,305	345,692	3.3574%	9,950,613	\$ 955,838	\$ 1,629,910	\$ 2,585,748	\$ 0.2511	\$ 0.0515	\$ 0.0011	\$ 0.3037
Flavored Reduced Fat Milk	9,802,559	110,769	1.1300%	9,691,790	\$ 306,276	\$ 1,587,515	\$ 1,893,791	\$ 0.1932	\$ 0.0424	\$ 0.0011	\$ 0.2367
Flavored NONFAT Milk	7,635,354	4,923	0.0645%	7,630,431	\$ 13,612	\$ 1,249,865	\$ 1,263,477	\$ 0.1655	\$ 0.0287	\$ 0.0011	\$ 0.1953
Buttermilk	39,767	398	1.0008%	39,369	\$ 1,100	\$ 6,449	\$ 7,549	\$ 0.1898	\$ 0.0322	\$ 0.0011	\$ 0.2231
Egg Nog	916,953	64,923	7.0803%	852,030	\$ 179,512	\$ 139,563	\$ 319,075	\$ 0.3480	\$ 0.3817	\$ 0.0011	\$ 0.7308

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 ST HALF COSTS		1 ST HALF POINTS		1 ST HALF COST per POINT		INCREASE (DECREASE)
2022	2021	2022	2021	2022	2021	

WEIGHTED LABOR COSTS	\$ 15,792,167	\$ 16,085,152	119,443,101	117,072,490	\$ 0.1322	\$ 0.1374	\$ (0.0052)
WEIGHTED UTILITY COSTS	\$ 1,066,788	\$ 649,341	119,443,101	117,072,490	\$ 0.0089	\$ 0.0055	\$ 0.0034
WEIGHTED INSURANCE COSTS	\$ 608,311	\$ 748,657	119,443,101	117,072,490	\$ 0.0051	\$ 0.0064	\$ (0.0013)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0031)

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$ 1,158,983
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>\$ 1,844,036</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$ 685,053
7. Weighted Delivery Points - YEAR 2021	<u>89,866,557</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ 0.0076</u>

Footnote:

- Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.
web address = https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$ 217,885
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>\$ 331,011</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$ 113,126
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021	<u>271,732,462</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u><u>\$ 0.0004</u></u>

Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.
web address = <http://tonto.eia.doe.gov/dnav/ng/hist/n3035pa3m.htm>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4
YEAR 2021 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 4 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	11,259,386	\$ (0.08845)	\$ (0.02759)	\$ (0.1160)	\$ (1,306,089)
1/2 GALLON	11,124,717	\$ (0.00982)	\$ (0.04869)	\$ (0.0585)	\$ (650,796)
QUART	2,589,717	\$ 0.03972	\$ (0.00647)	\$ 0.0333	\$ 86,238
PINT	8,707,717	\$ 0.03680	\$ 0.06924	\$ 0.1060	\$ 923,018
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	38,680,530	\$ 0.01641	\$ 0.00693	\$ 0.0233	\$ 901,256
4 OUNCE	584,402	\$ 0.01973	\$ 0.01795	\$ 0.0377	\$ 22,032
Bulk per Quart	494,602	\$ 0.07139	\$ (0.02531)	\$ 0.0461	\$ 22,801
					\$ <u>(1,540)</u>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1586	\$ 0.2390	\$ 0.0236	\$ (0.1160)	\$ 1.1532	\$ 3.4584	\$ 0.1254	\$ 3.5838	\$ (0.4352)	\$ 0.9664	\$ 4.1150	\$ 4.0102	\$ 0.1048
	1/2 GALLON	\$ 1.0793	\$ 0.1866	\$ 0.0118	\$ (0.0585)	\$ 0.5766	\$ 1.7958	\$ 0.0651	\$ 1.8609	\$ (0.2176)	\$ 0.4832	\$ 2.1265	\$ 2.0664	\$ 0.0601
	QUART	\$ 0.5397	\$ 0.2215	\$ 0.0059	\$ 0.0333	\$ 0.2883	\$ 1.0887	\$ 0.0395	\$ 1.1282	\$ (0.1088)	\$ 0.2416	\$ 1.2610	\$ 1.2511	\$ 0.0099
	PINT	\$ 0.2698	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1442	\$ 0.6883	\$ 0.0250	\$ 0.7133	\$ (0.0544)	\$ 0.1208	\$ 0.7797	\$ 0.7547	\$ 0.0250
	12 OUNCE	\$ 0.2024	\$ 0.0630	\$ 0.0022	\$ -	\$ 0.1081	\$ 0.3757	\$ 0.0136	\$ 0.3893	\$ (0.0408)	\$ 0.0906	\$ 0.4391	\$ 0.4264	\$ 0.0127
	10 OUNCE	\$ 0.1686	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0901	\$ 0.2914	\$ 0.0106	\$ 0.3020	\$ (0.0340)	\$ 0.0755	\$ 0.3435	\$ 0.3329	\$ 0.0106
	1/2 PINT	\$ 0.1349	\$ 0.0337	\$ 0.0015	\$ 0.0233	\$ 0.0721	\$ 0.2655	\$ 0.0096	\$ 0.2751	\$ (0.0272)	\$ 0.0604	\$ 0.3083	\$ 0.3073	\$ 0.0010
	4 OUNCE	\$ 0.0675	\$ 0.0297	\$ 0.0007	\$ 0.0377	\$ 0.0360	\$ 0.1716	\$ 0.0062	\$ 0.1778	\$ (0.0136)	\$ 0.0302	\$ 0.1944	\$ 0.1953	\$ (0.0009)
	Bulk per Quart	\$ 0.5397	\$ 0.0655	\$ 0.0059	\$ 0.0461	\$ 0.2883	\$ 0.9455	\$ 0.0343	\$ 0.9798	\$ (0.1088)	\$ 0.2416	\$ 1.1126	\$ 1.0789	\$ 0.0337
REDUCED FAT (2%) MILK	GALLON	\$ 1.8662	\$ 0.2390	\$ 0.0236	\$ (0.1160)	\$ 1.1532	\$ 3.1660	\$ 0.1148	\$ 3.2808	\$ (0.4352)	\$ 0.9664	\$ 3.8120	\$ 3.7090	\$ 0.1030
	1/2 GALLON	\$ 0.9331	\$ 0.1866	\$ 0.0118	\$ (0.0585)	\$ 0.5766	\$ 1.6496	\$ 0.0598	\$ 1.7094	\$ (0.2176)	\$ 0.4832	\$ 1.9750	\$ 1.9158	\$ 0.0592
	QUART	\$ 0.4666	\$ 0.2215	\$ 0.0059	\$ 0.0333	\$ 0.2883	\$ 1.0156	\$ 0.0368	\$ 1.0524	\$ (0.1088)	\$ 0.2416	\$ 1.1852	\$ 1.1759	\$ 0.0093
	PINT	\$ 0.2333	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1442	\$ 0.6518	\$ 0.0236	\$ 0.6754	\$ (0.0544)	\$ 0.1208	\$ 0.7418	\$ 0.7170	\$ 0.0248
	12 OUNCE	\$ 0.1750	\$ 0.0630	\$ 0.0022	\$ -	\$ 0.1081	\$ 0.3483	\$ 0.0126	\$ 0.3609	\$ (0.0408)	\$ 0.0906	\$ 0.4107	\$ 0.3982	\$ 0.0125
	10 OUNCE	\$ 0.1458	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0901	\$ 0.2686	\$ 0.0097	\$ 0.2783	\$ (0.0340)	\$ 0.0755	\$ 0.3198	\$ 0.3094	\$ 0.0104
	1/2 PINT	\$ 0.1166	\$ 0.0337	\$ 0.0015	\$ 0.0233	\$ 0.0721	\$ 0.2472	\$ 0.0090	\$ 0.2562	\$ (0.0272)	\$ 0.0604	\$ 0.2894	\$ 0.2884	\$ 0.0010
	4 OUNCE	\$ 0.0583	\$ 0.0297	\$ 0.0007	\$ 0.0377	\$ 0.0360	\$ 0.1624	\$ 0.0059	\$ 0.1683	\$ (0.0136)	\$ 0.0302	\$ 0.1849	\$ 0.1859	\$ (0.0010)
	Bulk per Quart	\$ 0.4666	\$ 0.0655	\$ 0.0059	\$ 0.0461	\$ 0.2883	\$ 0.8724	\$ 0.0316	\$ 0.9040	\$ (0.1088)	\$ 0.2416	\$ 1.0368	\$ 1.0037	\$ 0.0331
LOW FAT (1%) MILK	GALLON	\$ 1.6318	\$ 0.2390	\$ 0.0236	\$ (0.1160)	\$ 1.1532	\$ 2.9316	\$ 0.1063	\$ 3.0379	\$ (0.4352)	\$ 0.9664	\$ 3.5691	\$ 3.4811	\$ 0.0880
	1/2 GALLON	\$ 0.8159	\$ 0.1866	\$ 0.0118	\$ (0.0585)	\$ 0.5766	\$ 1.5324	\$ 0.0556	\$ 1.5880	\$ (0.2176)	\$ 0.4832	\$ 1.8536	\$ 1.8019	\$ 0.0517
	QUART	\$ 0.4079	\$ 0.2215	\$ 0.0059	\$ 0.0333	\$ 0.2883	\$ 0.9569	\$ 0.0347	\$ 0.9916	\$ (0.1088)	\$ 0.2416	\$ 1.1244	\$ 1.1189	\$ 0.0055
	PINT	\$ 0.2040	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1442	\$ 0.6225	\$ 0.0226	\$ 0.6451	\$ (0.0544)	\$ 0.1208	\$ 0.7115	\$ 0.6886	\$ 0.0229
	12 OUNCE	\$ 0.1530	\$ 0.0630	\$ 0.0022	\$ -	\$ 0.1081	\$ 0.3263	\$ 0.0118	\$ 0.3381	\$ (0.0408)	\$ 0.0906	\$ 0.3879	\$ 0.3768	\$ 0.0111
	10 OUNCE	\$ 0.1275	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0901	\$ 0.2503	\$ 0.0091	\$ 0.2594	\$ (0.0340)	\$ 0.0755	\$ 0.3009	\$ 0.2916	\$ 0.0093
	1/2 PINT	\$ 0.1020	\$ 0.0337	\$ 0.0015	\$ 0.0233	\$ 0.0721	\$ 0.2326	\$ 0.0084	\$ 0.2410	\$ (0.0272)	\$ 0.0604	\$ 0.2742	\$ 0.2742	\$ -
	4 OUNCE	\$ 0.0510	\$ 0.0297	\$ 0.0007	\$ 0.0377	\$ 0.0360	\$ 0.1551	\$ 0.0056	\$ 0.1607	\$ (0.0136)	\$ 0.0302	\$ 0.1773	\$ 0.1788	\$ (0.0015)
	Bulk per Quart	\$ 0.4079	\$ 0.0655	\$ 0.0059	\$ 0.0461	\$ 0.2883	\$ 0.8137	\$ 0.0295	\$ 0.8432	\$ (0.1088)	\$ 0.2416	\$ 0.9760	\$ 0.9467	\$ 0.0293
NON FAT (SKIM) MILK	GALLON	\$ 1.4697	\$ 0.2390	\$ 0.0236	\$ (0.1160)	\$ 1.1532	\$ 2.7695	\$ 0.1004	\$ 2.8699	\$ (0.4352)	\$ 0.9664	\$ 3.4011	\$ 3.3017	\$ 0.0994
	1/2 GALLON	\$ 0.7348	\$ 0.1866	\$ 0.0118	\$ (0.0585)	\$ 0.5766	\$ 1.4513	\$ 0.0526	\$ 1.5039	\$ (0.2176)	\$ 0.4832	\$ 1.7695	\$ 1.7121	\$ 0.0574
	QUART	\$ 0.3674	\$ 0.2215	\$ 0.0059	\$ 0.0333	\$ 0.2883	\$ 0.9164	\$ 0.0332	\$ 0.9496	\$ (0.1088)	\$ 0.2416	\$ 1.0824	\$ 1.0740	\$ 0.0084
	PINT	\$ 0.1837	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1442	\$ 0.6022	\$ 0.0218	\$ 0.6240	\$ (0.0544)	\$ 0.1208	\$ 0.6904	\$ 0.6661	\$ 0.0243
	12 OUNCE	\$ 0.1378	\$ 0.0630	\$ 0.0022	\$ -	\$ 0.1081	\$ 0.3111	\$ 0.0113	\$ 0.3224	\$ (0.0408)	\$ 0.0906	\$ 0.3722	\$ 0.3600	\$ 0.0122
	10 OUNCE	\$ 0.1148	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0901	\$ 0.2376	\$ 0.0086	\$ 0.2462	\$ (0.0340)	\$ 0.0755	\$ 0.2877	\$ 0.2776	\$ 0.0101
	1/2 PINT	\$ 0.0919	\$ 0.0337	\$ 0.0015	\$ 0.0233	\$ 0.0721	\$ 0.2225	\$ 0.0081	\$ 0.2306	\$ (0.0272)	\$ 0.0604	\$ 0.2638	\$ 0.2629	\$ 0.0009
	4 OUNCE	\$ 0.0459	\$ 0.0297	\$ 0.0007	\$ 0.0377	\$ 0.0360	\$ 0.1500	\$ 0.0054	\$ 0.1554	\$ (0.0136)	\$ 0.0302	\$ 0.1720	\$ 0.1732	\$ (0.0012)
	Bulk per Quart	\$ 0.3674	\$ 0.0655	\$ 0.0059	\$ 0.0461	\$ 0.2883	\$ 0.7732	\$ 0.0280	\$ 0.8012	\$ (0.1088)	\$ 0.2416	\$ 0.9340	\$ 0.9018	\$ 0.0322

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0010 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.4296	\$ 0.2390	\$ 0.0236	\$ (0.1160)	\$ 1.1532	\$ 3.7294	\$ 0.1353	\$ 3.8647	\$ (0.4352)	\$ 0.9664	\$ 4.3959	\$ 4.3247	\$ 0.0712
	1/2 GALLON	\$ 1.2148	\$ 0.1866	\$ 0.0118	\$ (0.0585)	\$ 0.5766	\$ 1.9313	\$ 0.0700	\$ 2.0013	\$ (0.2176)	\$ 0.4832	\$ 2.2669	\$ 2.2236	\$ 0.0433
	QUART	\$ 0.6074	\$ 0.2215	\$ 0.0059	\$ 0.0333	\$ 0.2883	\$ 1.1564	\$ 0.0419	\$ 1.1983	\$ (0.1088)	\$ 0.2416	\$ 1.3311	\$ 1.3298	\$ 0.0013
	PINT	\$ 0.3037	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1442	\$ 0.7222	\$ 0.0262	\$ 0.7484	\$ (0.0544)	\$ 0.1208	\$ 0.8148	\$ 0.7940	\$ 0.0208
	12 OUNCE	\$ 0.2278	\$ 0.0630	\$ 0.0022	\$ -	\$ 0.1081	\$ 0.4011	\$ 0.0145	\$ 0.4156	\$ (0.0408)	\$ 0.0906	\$ 0.4654	\$ 0.4559	\$ 0.0095
	10 OUNCE	\$ 0.1898	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0901	\$ 0.3126	\$ 0.0113	\$ 0.3239	\$ (0.0340)	\$ 0.0755	\$ 0.3654	\$ 0.3575	\$ 0.0079
	1/2 PINT	\$ 0.1519	\$ 0.0337	\$ 0.0015	\$ 0.0233	\$ 0.0721	\$ 0.2825	\$ 0.0102	\$ 0.2927	\$ (0.0272)	\$ 0.0604	\$ 0.3259	\$ 0.3270	\$ (0.0011)
	4 OUNCE	\$ 0.0759	\$ 0.0297	\$ 0.0007	\$ 0.0377	\$ 0.0360	\$ 0.1800	\$ 0.0065	\$ 0.1865	\$ (0.0136)	\$ 0.0302	\$ 0.2031	\$ 0.2051	\$ (0.0020)
	Bulk per Quart	\$ 0.6074	\$ 0.0655	\$ 0.0059	\$ 0.0461	\$ 0.2883	\$ 1.0132	\$ 0.0367	\$ 1.0499	\$ (0.1088)	\$ 0.2416	\$ 1.1827	\$ 1.1576	\$ 0.0251
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8936	\$ 0.2390	\$ 0.0236	\$ (0.1160)	\$ 1.1532	\$ 3.1934	\$ 0.1158	\$ 3.3092	\$ (0.4352)	\$ 0.9664	\$ 3.8404	\$ 3.7974	\$ 0.0430
	1/2 GALLON	\$ 0.9468	\$ 0.1866	\$ 0.0118	\$ (0.0585)	\$ 0.5766	\$ 1.6633	\$ 0.0603	\$ 1.7236	\$ (0.2176)	\$ 0.4832	\$ 1.9892	\$ 1.9600	\$ 0.0292
	QUART	\$ 0.4734	\$ 0.2215	\$ 0.0059	\$ 0.0333	\$ 0.2883	\$ 1.0224	\$ 0.0371	\$ 1.0595	\$ (0.1088)	\$ 0.2416	\$ 1.1923	\$ 1.1980	\$ (0.0057)
	PINT	\$ 0.2367	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1442	\$ 0.6552	\$ 0.0238	\$ 0.6790	\$ (0.0544)	\$ 0.1208	\$ 0.7454	\$ 0.7281	\$ 0.0173
	12 OUNCE	\$ 0.1775	\$ 0.0630	\$ 0.0022	\$ -	\$ 0.1081	\$ 0.3508	\$ 0.0127	\$ 0.3635	\$ (0.0408)	\$ 0.0906	\$ 0.4133	\$ 0.4065	\$ 0.0068
	10 OUNCE	\$ 0.1479	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0901	\$ 0.2707	\$ 0.0098	\$ 0.2805	\$ (0.0340)	\$ 0.0755	\$ 0.3220	\$ 0.3163	\$ 0.0057
	1/2 PINT	\$ 0.1184	\$ 0.0337	\$ 0.0015	\$ 0.0233	\$ 0.0721	\$ 0.2490	\$ 0.0090	\$ 0.2580	\$ (0.0272)	\$ 0.0604	\$ 0.2912	\$ 0.2940	\$ (0.0028)
	4 OUNCE	\$ 0.0592	\$ 0.0297	\$ 0.0007	\$ 0.0377	\$ 0.0360	\$ 0.1633	\$ 0.0059	\$ 0.1692	\$ (0.0136)	\$ 0.0302	\$ 0.1858	\$ 0.1886	\$ (0.0028)
	Bulk per Quart	\$ 0.4734	\$ 0.0655	\$ 0.0059	\$ 0.0461	\$ 0.2883	\$ 0.8792	\$ 0.0319	\$ 0.9111	\$ (0.1088)	\$ 0.2416	\$ 1.0439	\$ 1.0258	\$ 0.0181
FLAVORED NONFAT MILK	GALLON	\$ 1.5624	\$ 0.2390	\$ 0.0236	\$ (0.1160)	\$ 1.1532	\$ 2.8622	\$ 0.1038	\$ 2.9660	\$ (0.4352)	\$ 0.9664	\$ 3.4972	\$ 3.4186	\$ 0.0786
	1/2 GALLON	\$ 0.7812	\$ 0.1866	\$ 0.0118	\$ (0.0585)	\$ 0.5766	\$ 1.4977	\$ 0.0543	\$ 1.5520	\$ (0.2176)	\$ 0.4832	\$ 1.8176	\$ 1.7706	\$ 0.0470
	QUART	\$ 0.3906	\$ 0.2215	\$ 0.0059	\$ 0.0333	\$ 0.2883	\$ 0.9396	\$ 0.0341	\$ 0.9737	\$ (0.1088)	\$ 0.2416	\$ 1.1065	\$ 1.1033	\$ 0.0032
	PINT	\$ 0.1953	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1442	\$ 0.6138	\$ 0.0223	\$ 0.6361	\$ (0.0544)	\$ 0.1208	\$ 0.7025	\$ 0.6807	\$ 0.0218
	12 OUNCE	\$ 0.1465	\$ 0.0630	\$ 0.0022	\$ -	\$ 0.1081	\$ 0.3198	\$ 0.0116	\$ 0.3314	\$ (0.0408)	\$ 0.0906	\$ 0.3812	\$ 0.3709	\$ 0.0103
	10 OUNCE	\$ 0.1221	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0901	\$ 0.2449	\$ 0.0089	\$ 0.2538	\$ (0.0340)	\$ 0.0755	\$ 0.2953	\$ 0.2867	\$ 0.0086
	1/2 PINT	\$ 0.0977	\$ 0.0337	\$ 0.0015	\$ 0.0233	\$ 0.0721	\$ 0.2283	\$ 0.0083	\$ 0.2366	\$ (0.0272)	\$ 0.0604	\$ 0.2698	\$ 0.2703	\$ (0.0005)
	4 OUNCE	\$ 0.0488	\$ 0.0297	\$ 0.0007	\$ 0.0377	\$ 0.0360	\$ 0.1529	\$ 0.0055	\$ 0.1584	\$ (0.0136)	\$ 0.0302	\$ 0.1750	\$ 0.1768	\$ (0.0018)
	Bulk per Quart	\$ 0.3906	\$ 0.0655	\$ 0.0059	\$ 0.0461	\$ 0.2883	\$ 0.7964	\$ 0.0289	\$ 0.8253	\$ (0.1088)	\$ 0.2416	\$ 0.9581	\$ 0.9310	\$ 0.0271
BUTTERMILK	GALLON	\$ 1.9231	\$ 0.2390	\$ 0.0236	\$ (0.1160)	\$ 1.1532	\$ 3.2229	\$ 0.1169	\$ 3.3398	\$ (0.4352)	\$ 0.9664	\$ 3.8710	\$ 3.7390	\$ 0.1320
	1/2 GALLON	\$ 0.9616	\$ 0.1866	\$ 0.0118	\$ (0.0585)	\$ 0.5766	\$ 1.6781	\$ 0.0609	\$ 1.7390	\$ (0.2176)	\$ 0.4832	\$ 2.0046	\$ 1.9308	\$ 0.0738
	QUART	\$ 0.4808	\$ 0.2215	\$ 0.0059	\$ 0.0333	\$ 0.2883	\$ 1.0298	\$ 0.0374	\$ 1.0672	\$ (0.1088)	\$ 0.2416	\$ 1.2000	\$ 1.1834	\$ 0.0166
	PINT	\$ 0.2404	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1442	\$ 0.6589	\$ 0.0239	\$ 0.6828	\$ (0.0544)	\$ 0.1208	\$ 0.7492	\$ 0.7208	\$ 0.0284
	12 OUNCE	\$ 0.1803	\$ 0.0630	\$ 0.0022	\$ -	\$ 0.1081	\$ 0.3536	\$ 0.0128	\$ 0.3664	\$ (0.0408)	\$ 0.0906	\$ 0.4162	\$ 0.4010	\$ 0.0152
	10 OUNCE	\$ 0.1502	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0901	\$ 0.2730	\$ 0.0099	\$ 0.2829	\$ (0.0340)	\$ 0.0755	\$ 0.3244	\$ 0.3118	\$ 0.0126
	1/2 PINT	\$ 0.1202	\$ 0.0337	\$ 0.0015	\$ 0.0233	\$ 0.0721	\$ 0.2508	\$ 0.0091	\$ 0.2599	\$ (0.0272)	\$ 0.0604	\$ 0.2931	\$ 0.2903	\$ 0.0028
	4 OUNCE	\$ 0.0601	\$ 0.0297	\$ 0.0007	\$ 0.0377	\$ 0.0360	\$ 0.1642	\$ 0.0060	\$ 0.1702	\$ (0.0136)	\$ 0.0302	\$ 0.1868	\$ 0.1869	\$ (0.0001)
	Bulk per Quart	\$ 0.4808	\$ 0.0655	\$ 0.0059	\$ 0.0461	\$ 0.2883	\$ 0.8866	\$ 0.0322	\$ 0.9188	\$ (0.1088)	\$ 0.2416	\$ 1.0516	\$ 1.0111	\$ 0.0405

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0010 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 5.8464	\$ 0.2390	\$ 0.0236	\$ (0.1160)	\$ 1.1532	\$ 7.1462	\$ 0.2592	\$ 7.4054	\$ (0.4352)	\$ 0.9664	\$ 7.9366	\$ 6.6152	\$ 1.3214
	1/2 GALLON	\$ 2.9232	\$ 0.1866	\$ 0.0118	\$ (0.0585)	\$ 0.5766	\$ 3.6397	\$ 0.1320	\$ 3.7717	\$ (0.2176)	\$ 0.4832	\$ 4.0373	\$ 3.3689	\$ 0.6684
	QUART	\$ 1.4616	\$ 0.2215	\$ 0.0059	\$ 0.0333	\$ 0.2883	\$ 2.0106	\$ 0.0729	\$ 2.0835	\$ (0.1088)	\$ 0.2416	\$ 2.2163	\$ 1.9024	\$ 0.3139
	PINT	\$ 0.7308	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1442	\$ 1.1493	\$ 0.0417	\$ 1.1910	\$ (0.0544)	\$ 0.1208	\$ 1.2574	\$ 1.0803	\$ 0.1771
	12 OUNCE	\$ 0.5481	\$ 0.0630	\$ 0.0022	\$ -	\$ 0.1081	\$ 0.7214	\$ 0.0262	\$ 0.7476	\$ (0.0408)	\$ 0.0906	\$ 0.7974	\$ 0.6706	\$ 0.1268
	10 OUNCE	\$ 0.4568	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0901	\$ 0.5796	\$ 0.0210	\$ 0.6006	\$ (0.0340)	\$ 0.0755	\$ 0.6421	\$ 0.5364	\$ 0.1057
	1/2 PINT	\$ 0.3654	\$ 0.0337	\$ 0.0015	\$ 0.0233	\$ 0.0721	\$ 0.4960	\$ 0.0180	\$ 0.5140	\$ (0.0272)	\$ 0.0604	\$ 0.5472	\$ 0.4701	\$ 0.0771
	4 OUNCE	\$ 0.1827	\$ 0.0297	\$ 0.0007	\$ 0.0377	\$ 0.0360	\$ 0.2868	\$ 0.0104	\$ 0.2972	\$ (0.0136)	\$ 0.0302	\$ 0.3138	\$ 0.2767	\$ 0.0371
	Bulk per Quart	\$ 1.4616	\$ 0.0655	\$ 0.0059	\$ 0.0461	\$ 0.2883	\$ 1.8674	\$ 0.0677	\$ 1.9351	\$ (0.1088)	\$ 0.2416	\$ 2.0679	\$ 1.7302	\$ 0.3377

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0010 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

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 \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.1150	\$ (0.4040)	\$ 0.8480	\$ 0.1169	\$ 4.68	\$ 4.57	\$ 0.11
	1/2 GALLON	\$ 2.1265	\$ (0.2020)	\$ 0.4240	\$ 0.0602	\$ 2.41	\$ 2.35	\$ 0.06
	QUART	\$ 1.2610	\$ (0.1010)	\$ 0.2120	\$ 0.0352	\$ 1.41	\$ 1.40	\$ 0.01
	PINT	\$ 0.7797	\$ (0.0505)	\$ 0.1060	\$ 0.0214	\$ 0.86	\$ 0.83	\$ 0.03
	12 OUNCE	\$ 0.4391	\$ (0.0379)	\$ 0.0795	\$ 0.0123	\$ 0.49	\$ 0.48	\$ 0.01
	10 OUNCE	\$ 0.3435	\$ (0.0316)	\$ 0.0663	\$ 0.0097	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3083	\$ (0.0253)	\$ 0.0530	\$ 0.0086	\$ 0.34	\$ 0.34	\$ -
	4 OUNCE	\$ 0.1944	\$ (0.0126)	\$ 0.0265	\$ 0.0053	\$ 0.21	\$ 0.21	\$ -
	Bulk per Quart	\$ 1.1126	\$ (0.1010)	\$ 0.2120	\$ 0.0314	\$ 1.26	\$ 1.22	\$ 0.04
	REDUCED FAT (2%) MILK	GALLON	\$ 3.8120	\$ (0.4040)	\$ 0.8480	\$ 0.1091	\$ 4.37	\$ 4.26
1/2 GALLON		\$ 1.9750	\$ (0.2020)	\$ 0.4240	\$ 0.0563	\$ 2.25	\$ 2.19	\$ 0.06
QUART		\$ 1.1852	\$ (0.1010)	\$ 0.2120	\$ 0.0332	\$ 1.33	\$ 1.32	\$ 0.01
PINT		\$ 0.7418	\$ (0.0505)	\$ 0.1060	\$ 0.0204	\$ 0.82	\$ 0.79	\$ 0.03
12 OUNCE		\$ 0.4107	\$ (0.0379)	\$ 0.0795	\$ 0.0116	\$ 0.46	\$ 0.45	\$ 0.01
10 OUNCE		\$ 0.3198	\$ (0.0316)	\$ 0.0663	\$ 0.0091	\$ 0.36	\$ 0.35	\$ 0.01
1/2 PINT		\$ 0.2894	\$ (0.0253)	\$ 0.0530	\$ 0.0081	\$ 0.33	\$ 0.32	\$ 0.01
4 OUNCE		\$ 0.1849	\$ (0.0126)	\$ 0.0265	\$ 0.0051	\$ 0.20	\$ 0.20	\$ -
Bulk per Quart		\$ 1.0368	\$ (0.1010)	\$ 0.2120	\$ 0.0294	\$ 1.18	\$ 1.14	\$ 0.04
LOW FAT (1%) MILK		GALLON	\$ 3.5691	\$ (0.4040)	\$ 0.8480	\$ 0.1029	\$ 4.12	\$ 4.03
	1/2 GALLON	\$ 1.8536	\$ (0.2020)	\$ 0.4240	\$ 0.0532	\$ 2.13	\$ 2.08	\$ 0.05
	QUART	\$ 1.1244	\$ (0.1010)	\$ 0.2120	\$ 0.0317	\$ 1.27	\$ 1.26	\$ 0.01
	PINT	\$ 0.7115	\$ (0.0505)	\$ 0.1060	\$ 0.0197	\$ 0.79	\$ 0.76	\$ 0.03
	12 OUNCE	\$ 0.3879	\$ (0.0379)	\$ 0.0795	\$ 0.0110	\$ 0.44	\$ 0.43	\$ 0.01
	10 OUNCE	\$ 0.3009	\$ (0.0316)	\$ 0.0663	\$ 0.0086	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2742	\$ (0.0253)	\$ 0.0530	\$ 0.0077	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1773	\$ (0.0126)	\$ 0.0265	\$ 0.0049	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 0.9760	\$ (0.1010)	\$ 0.2120	\$ 0.0279	\$ 1.11	\$ 1.08	\$ 0.03
	NON FAT (SKIM) MILK	GALLON	\$ 3.4011	\$ (0.4040)	\$ 0.8480	\$ 0.0986	\$ 3.94	\$ 3.84
1/2 GALLON		\$ 1.7695	\$ (0.2020)	\$ 0.4240	\$ 0.0511	\$ 2.04	\$ 1.98	\$ 0.06
QUART		\$ 1.0824	\$ (0.1010)	\$ 0.2120	\$ 0.0306	\$ 1.22	\$ 1.22	\$ -
PINT		\$ 0.6904	\$ (0.0505)	\$ 0.1060	\$ 0.0191	\$ 0.77	\$ 0.74	\$ 0.03
12 OUNCE		\$ 0.3722	\$ (0.0379)	\$ 0.0795	\$ 0.0106	\$ 0.42	\$ 0.41	\$ 0.01
10 OUNCE		\$ 0.2877	\$ (0.0316)	\$ 0.0663	\$ 0.0083	\$ 0.33	\$ 0.32	\$ 0.01
1/2 PINT		\$ 0.2638	\$ (0.0253)	\$ 0.0530	\$ 0.0075	\$ 0.30	\$ 0.30	\$ -
4 OUNCE		\$ 0.1720	\$ (0.0126)	\$ 0.0265	\$ 0.0048	\$ 0.19	\$ 0.19	\$ -
Bulk per Quart		\$ 0.9340	\$ (0.1010)	\$ 0.2120	\$ 0.0268	\$ 1.07	\$ 1.04	\$ 0.03

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

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 \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3959	\$ (0.4040)	\$ 0.8480	\$ 0.1241	\$ 4.96	\$ 4.89	\$ 0.07
	1/2 GALLON	\$ 2.2669	\$ (0.2020)	\$ 0.4240	\$ 0.0638	\$ 2.55	\$ 2.51	\$ 0.04
	QUART	\$ 1.3311	\$ (0.1010)	\$ 0.2120	\$ 0.0370	\$ 1.48	\$ 1.48	\$ -
	PINT	\$ 0.8148	\$ (0.0505)	\$ 0.1060	\$ 0.0223	\$ 0.89	\$ 0.87	\$ 0.02
	12 OUNCE	\$ 0.4654	\$ (0.0379)	\$ 0.0795	\$ 0.0130	\$ 0.52	\$ 0.51	\$ 0.01
	10 OUNCE	\$ 0.3654	\$ (0.0316)	\$ 0.0663	\$ 0.0103	\$ 0.41	\$ 0.40	\$ 0.01
	1/2 PINT	\$ 0.3259	\$ (0.0253)	\$ 0.0530	\$ 0.0091	\$ 0.36	\$ 0.36	\$ -
	4 OUNCE	\$ 0.2031	\$ (0.0126)	\$ 0.0265	\$ 0.0056	\$ 0.22	\$ 0.22	\$ -
	Bulk per Quart	\$ 1.1827	\$ (0.1010)	\$ 0.2120	\$ 0.0332	\$ 1.33	\$ 1.30	\$ 0.03
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8404	\$ (0.4040)	\$ 0.8480	\$ 0.1099	\$ 4.39	\$ 4.35	\$ 0.04
	1/2 GALLON	\$ 1.9892	\$ (0.2020)	\$ 0.4240	\$ 0.0567	\$ 2.27	\$ 2.24	\$ 0.03
	QUART	\$ 1.1923	\$ (0.1010)	\$ 0.2120	\$ 0.0334	\$ 1.34	\$ 1.34	\$ -
	PINT	\$ 0.7454	\$ (0.0505)	\$ 0.1060	\$ 0.0205	\$ 0.82	\$ 0.80	\$ 0.02
	12 OUNCE	\$ 0.4133	\$ (0.0379)	\$ 0.0795	\$ 0.0117	\$ 0.47	\$ 0.46	\$ 0.01
	10 OUNCE	\$ 0.3220	\$ (0.0316)	\$ 0.0663	\$ 0.0091	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2912	\$ (0.0253)	\$ 0.0530	\$ 0.0082	\$ 0.33	\$ 0.33	\$ -
	4 OUNCE	\$ 0.1858	\$ (0.0126)	\$ 0.0265	\$ 0.0051	\$ 0.20	\$ 0.21	\$ (0.01)
	Bulk per Quart	\$ 1.0439	\$ (0.1010)	\$ 0.2120	\$ 0.0296	\$ 1.18	\$ 1.17	\$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.4972	\$ (0.4040)	\$ 0.8480	\$ 0.1011	\$ 4.04	\$ 3.96	\$ 0.08
	1/2 GALLON	\$ 1.8176	\$ (0.2020)	\$ 0.4240	\$ 0.0523	\$ 2.09	\$ 2.04	\$ 0.05
	QUART	\$ 1.1065	\$ (0.1010)	\$ 0.2120	\$ 0.0312	\$ 1.25	\$ 1.25	\$ -
	PINT	\$ 0.7025	\$ (0.0505)	\$ 0.1060	\$ 0.0194	\$ 0.78	\$ 0.76	\$ 0.02
	12 OUNCE	\$ 0.3812	\$ (0.0379)	\$ 0.0795	\$ 0.0108	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.2953	\$ (0.0316)	\$ 0.0663	\$ 0.0085	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2698	\$ (0.0253)	\$ 0.0530	\$ 0.0076	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1750	\$ (0.0126)	\$ 0.0265	\$ 0.0048	\$ 0.19	\$ 0.20	\$ (0.01)
	Bulk per Quart	\$ 0.9581	\$ (0.1010)	\$ 0.2120	\$ 0.0274	\$ 1.10	\$ 1.07	\$ 0.03
BUTTERMILK	GALLON	\$ 3.8710	\$ (0.4040)	\$ 0.8480	\$ 0.1106	\$ 4.43	\$ 4.29	\$ 0.14
	1/2 GALLON	\$ 2.0046	\$ (0.2020)	\$ 0.4240	\$ 0.0571	\$ 2.28	\$ 2.21	\$ 0.07
	QUART	\$ 1.2000	\$ (0.1010)	\$ 0.2120	\$ 0.0336	\$ 1.34	\$ 1.33	\$ 0.01
	PINT	\$ 0.7492	\$ (0.0505)	\$ 0.1060	\$ 0.0206	\$ 0.83	\$ 0.80	\$ 0.03
	12 OUNCE	\$ 0.4162	\$ (0.0379)	\$ 0.0795	\$ 0.0117	\$ 0.47	\$ 0.45	\$ 0.02
	10 OUNCE	\$ 0.3244	\$ (0.0316)	\$ 0.0663	\$ 0.0092	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2931	\$ (0.0253)	\$ 0.0530	\$ 0.0082	\$ 0.33	\$ 0.33	\$ -
	4 OUNCE	\$ 0.1868	\$ (0.0126)	\$ 0.0265	\$ 0.0051	\$ 0.21	\$ 0.21	\$ -
	Bulk per Quart	\$ 1.0516	\$ (0.1010)	\$ 0.2120	\$ 0.0298	\$ 1.19	\$ 1.15	\$ 0.04

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**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 \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 7.9366	\$ (0.4040)	\$ 0.8480	\$ 0.2149	\$ 8.60	\$ 7.24	\$ 1.36
	1/2 GALLON	\$ 4.0373	\$ (0.2020)	\$ 0.4240	\$ 0.1092	\$ 4.37	\$ 3.68	\$ 0.69
	QUART	\$ 2.2163	\$ (0.1010)	\$ 0.2120	\$ 0.0597	\$ 2.39	\$ 2.07	\$ 0.32
	PINT	\$ 1.2574	\$ (0.0505)	\$ 0.1060	\$ 0.0337	\$ 1.35	\$ 1.16	\$ 0.19
	12 OUNCE	\$ 0.7974	\$ (0.0379)	\$ 0.0795	\$ 0.0215	\$ 0.86	\$ 0.73	\$ 0.13
	10 OUNCE	\$ 0.6421	\$ (0.0316)	\$ 0.0663	\$ 0.0174	\$ 0.69	\$ 0.59	\$ 0.10
	1/2 PINT	\$ 0.5472	\$ (0.0253)	\$ 0.0530	\$ 0.0147	\$ 0.59	\$ 0.51	\$ 0.08
	4 OUNCE	\$ 0.3138	\$ (0.0126)	\$ 0.0265	\$ 0.0084	\$ 0.34	\$ 0.30	\$ 0.04
	Bulk per Quart	\$ 2.0679	\$ (0.1010)	\$ 0.2120	\$ 0.0559	\$ 2.23	\$ 1.89	\$ 0.34