

**Pennsylvania Milk Marketing Board
SALES INTO PMMB AREA 1 BY TYPE OF MILK
Year 2022 Data**

Item (1)	All Dealers Selling into Area (%)	Area 1 CRH Cross-section Dealers (2) Selling into Area (%)
Standard Whole Milk	34.07	37.25
Reduced Fat 2% Milk	22.89	26.32
Lowfat 1% Milk	11.00	13.45
Heavy Cream	8.32	1.50
Nonfat Milk	6.46	7.41
TOTALS	82.73	85.93

Footnotes:

1.) Top 5 selling controlled milk products for Area 1 based on Year 2022 sales.

2.) Area 1 CRH Cross-Section Dealers:

- Clover Farms Dairy Company
- DFA Dairy Brands Fluid, LLC – Lansdale
- Milk Industry Management Corp. (dba Balford Farms)
- Valley Farms Dairy, LLC
- Wawa Beverage Company

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2022 DATA**

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,228,618	113,252,367	\$ 0.0285
Standardization & Pasteurization	\$ 2,994,855	132,252,158	\$ 0.0226
Bottling	\$ 6,074,841	107,673,210	\$ 0.0564
Cold Room	\$ 11,386,085	158,022,355	\$ 0.0721
Delivery	\$ 27,413,859	162,061,175	\$ 0.1692
Selling	\$ 3,222,057	181,401,767	\$ 0.0178

Total Cost per Point **\$ 0.3666**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**CONTAINER COSTS
YEAR 2022 UNITS (@ APRIL 2023 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 OCT-2023) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 1,248,340	6,445,708	\$ 0.1937			
		Purchased	\$ 1,240,828	4,195,719	\$ 0.2957			
			\$ 2,489,168	10,641,427	\$ 0.2339	\$ 0.2274	1.74%	\$ 0.2314
1/2 GALLON	Plastic	Blow Molded	\$ 928,457	6,711,416	\$ 0.1383			
		Purchased	\$ 1,026,435	4,610,837	\$ 0.2226			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,954,892	11,322,253	\$ 0.1727	\$ 0.1703	1.77%	\$ 0.1733
QUART	Plastic	Purchased	\$ 1,045,927	6,128,054	\$ 0.1707			
	Paper	Purchased	\$ 1,145	10,176	\$ 0.1125			
	Combined		\$ 1,047,072	6,138,230	\$ 0.1706	\$ 0.1709	1.57%	\$ 0.1736
PINT	Plastic	Purchased	\$ 562,816	5,123,435	\$ 0.1099			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 562,816	5,123,435	\$ 0.1099	\$ 0.1099	1.62%	\$ 0.1117
12 Ounce ⁽¹⁾		Purchased			\$ 0.0361	\$ 0.0361		\$ 0.0361
10 Ounce ⁽¹⁾		Purchased			\$ 0.0301	\$ 0.0301		\$ 0.0301
1/2 PINT	Plastic ⁽¹⁾	Purchased			\$ 0.0846	\$ 0.0846	0.92%	\$ 0.0854
	Paper	Purchased	\$ 841,247	30,064,085	\$ 0.0280	\$ 0.0284	0.85%	\$ 0.0286
4 Ounce	Paper	Purchased	\$ 27,363	989,358	\$ 0.0277	\$ 0.0277	1.53%	\$ 0.0281
Bulk Per Quart		Purchased	\$ 29,840	364,708	\$ 0.0818	\$ 0.0818	1.30%	\$ 0.0829

Footnote:

1. None of the Area 1 cross-section Dealers bottled price-Controlled product in this size container during Year 2022. The cost per unit presented is per a prior year.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2022 POUNDS (@ APRIL 2023 COSTS)

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 1,207	72,190,944	\$ -
Reduced Fat (2%) Milk	\$ 3,842	46,597,115	\$ 0.0001
Low Fat (1%) Milk	\$ 2,296	23,674,824	\$ 0.0001
Non Fat (Skim) Milk	\$ 2,142	13,473,682	\$ 0.0002
Flavored Milk	\$ 53,412	1,076,484	\$ 0.0496
Flavored Reduced Fat Milk	\$ 460,906	7,550,206	\$ 0.0610
Flavored NONFAT Milk	\$ 329,379	8,415,307	\$ 0.0391
Buttermilk	\$ 2,651	326,458	\$ 0.0081
Egg Nog	\$ 34,762	202,531	\$ 0.1716

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2022 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	28,851,153	27,545,055	n/a	\$ 7,684,890	n/a	\$ 7,684,890	\$ 1,723,714
2 Bulk MILK - diverted	-	-	\$ -	\$ -	n/a	\$ -	\$ -
3 Bulk MILK - transferred	179,513,153	1,769,106	\$ 34,919,142	\$ 30,967,207	\$ 6,457,448	\$ 2,505,513	\$ 757,839
4 Bulk MILK - TOTAL (Rows 2 + 3)	179,513,153	1,769,106	\$ 34,919,142	\$ 30,967,207	\$ 6,457,448	\$ 2,505,513	\$ 757,839
5 Bulk CREAM - transferred	36,085,972	15,432,093	\$ 55,402,354	\$ 53,046,998	\$ 1,223,598	\$ (1,131,758)	\$ (250,890)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,723,714		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 757,839		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (250,890)		
9 Total	\$ 2,230,663	180,608,931	\$ 0.0124

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**MILK COSTS BEFORE PACKAGING
OCTOBER 2023 MILK COSTS**

	Class I
Skim Rate	\$ 14.01
Butterfat Rate	\$ 3.0966

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	72,190,944	2,402,217	3.3276%	69,788,727	\$ 7,438,705	\$ 9,777,401	\$ 17,216,106	\$ 0.2385	\$ -	\$ 0.0124	\$ 0.2509
Reduced Fat (2%) Milk	46,597,115	894,477	1.9196%	45,702,638	\$ 2,769,837	\$ 6,402,940	\$ 9,172,777	\$ 0.1969	\$ 0.0001	\$ 0.0124	\$ 0.2094
Low Fat (1%) Milk	23,674,824	222,511	0.9399%	23,452,313	\$ 689,028	\$ 3,285,669	\$ 3,974,697	\$ 0.1679	\$ 0.0001	\$ 0.0124	\$ 0.1804
Non Fat (Skim) Milk	13,473,682	14,548	0.1080%	13,459,134	\$ 45,049	\$ 1,885,625	\$ 1,930,674	\$ 0.1433	\$ 0.0002	\$ 0.0124	\$ 0.1559
Flavored Milk	1,076,484	35,007	3.2520%	1,041,477	\$ 108,403	\$ 145,911	\$ 254,314	\$ 0.2362	\$ 0.0496	\$ 0.0124	\$ 0.2982
Flavored Reduced Fat Milk	7,550,206	63,660	0.8432%	7,486,546	\$ 197,130	\$ 1,048,865	\$ 1,245,995	\$ 0.1650	\$ 0.0610	\$ 0.0124	\$ 0.2384
Flavored NONFAT Milk	8,415,307	8,238	0.0979%	8,407,069	\$ 25,510	\$ 1,177,830	\$ 1,203,340	\$ 0.1430	\$ 0.0391	\$ 0.0124	\$ 0.1945
Buttermilk	326,458	6,137	1.8799%	320,321	\$ 19,004	\$ 44,877	\$ 63,881	\$ 0.1957	\$ 0.0081	\$ 0.0124	\$ 0.2162
Egg Nog	202,531	11,277	5.5680%	191,254	\$ 34,920	\$ 26,795	\$ 61,715	\$ 0.3047	\$ 0.1716	\$ 0.0124	\$ 0.4887

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2023 vs. Year 2022)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 ST HALF COSTS		1 ST HALF POINTS ⁽¹⁾		1 ST HALF COST per POINT		INCREASE
2023	2022	2023	2022	2023	2022	(DECREASE)

WEIGHTED LABOR COSTS	\$ 15,977,489	\$ 15,297,882	83,521,268	85,635,566	\$ 0.1913	\$ 0.1786	\$ 0.0127
WEIGHTED UTILITY COSTS	\$ 848,315	\$ 667,904	83,521,268	85,635,566	\$ 0.0102	\$ 0.0078	\$ 0.0024
WEIGHTED INSURANCE COSTS	\$ 551,190	\$ 674,735	83,521,268	85,635,566	\$ 0.0066	\$ 0.0079	\$ (0.0013)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0138

Footnote:

1. For processing plants, Bottling points are used. For non-processing plants, Cold Room points are used.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2022 to AUGUST 2023

1. Weighted Diesel Fuel Costs - YEAR 2022	\$ 1,821,939
2. Average On-Highway Diesel Price per Gallon - YEAR 2022 (1)	\$ 5.354
3. On-Highway Diesel Price per Gallon - AUGUST 2023 (1)	\$ 4.516
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-15.65%
5. Presumed Diesel Fuel Costs - AUGUST 2023 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,536,772</u>
6. Change in Diesel Fuel Costs from YEAR 2022 to AUGUST 2023 (Line 5 - Line 1)	\$ (285,167)
7. Weighted Delivery Points - YEAR 2022	<u>162,061,175</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0018)</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 1

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2022 to JUNE 2023

1. Weighted Heating Fuel Costs - YEAR 2022	\$ 279,517
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2022 (1)	\$ 11.35
3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2023 (1)	\$ 8.54
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-24.76%
5. Presumed Heating Fuel Costs - JUNE 2023 ((Line 1 X Line 4) + Line 1)	<u>\$ 210,309</u>
6. Change in Heating Fuel Costs from YEAR 2022 to JUNE 2023 (Line 5 - Line 1)	\$ (69,208)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2022	<u>132,252,158</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ (0.0005)</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 1
YEAR 2022 DATA

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 1 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	10,641,427	\$ (0.08670)	\$ (0.00350)	\$ (0.0902)	\$ (959,857)
1/2 GALLON	11,322,253	\$ 0.00268	\$ (0.04684)	\$ (0.0442)	\$ (500,444)
QUART	6,138,230	\$ 0.06047	\$ (0.00814)	\$ 0.0523	\$ 321,029
PINT	5,123,435	\$ 0.02817	\$ 0.05397	\$ 0.0821	\$ 420,634
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	30,064,085	\$ 0.00855	\$ 0.01131	\$ 0.0199	\$ 598,275
4 OUNCE	989,358	\$ 0.01079	\$ 0.01934	\$ 0.0301	\$ 29,780
Bulk per Quart	364,708	\$ 0.29913	\$ (0.04943)	\$ 0.2497	\$ 91,068
					<u>\$ 485</u>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

WHOLESALE PRICE BUILDUP
OCTOBER 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	\$ 2.1577	\$ 0.2314	\$ 0.0412	\$ (0.0902)	\$ 1.4664	\$ 3.8065	\$ 0.1381	\$ 3.9446	\$ (0.5068)	\$ 1.0552	\$ 4.4930	\$ 4.3985	\$ 0.0945
	1/2 GALLON	\$ 1.0789	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7332	\$ 1.9618	\$ 0.0712	\$ 2.0330	\$ (0.2534)	\$ 0.5276	\$ 2.3072	\$ 2.2588	\$ 0.0484
	QUART	\$ 0.5394	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3666	\$ 1.1422	\$ 0.0414	\$ 1.1836	\$ (0.1267)	\$ 0.2638	\$ 1.3207	\$ 1.2890	\$ 0.0317
	PINT	\$ 0.2697	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1833	\$ 0.6519	\$ 0.0236	\$ 0.6755	\$ (0.0634)	\$ 0.1319	\$ 0.7440	\$ 0.7265	\$ 0.0175
	12 OUNCE	\$ 0.2023	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1375	\$ 0.3798	\$ 0.0138	\$ 0.3936	\$ (0.0475)	\$ 0.0989	\$ 0.4450	\$ 0.4366	\$ 0.0084
	10 OUNCE	\$ 0.1686	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1146	\$ 0.3165	\$ 0.0115	\$ 0.3280	\$ (0.0396)	\$ 0.0824	\$ 0.3708	\$ 0.3637	\$ 0.0071
	1/2 PINT	\$ 0.1349	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0917	\$ 0.2777	\$ 0.0101	\$ 0.2878	\$ (0.0317)	\$ 0.0660	\$ 0.3221	\$ 0.3175	\$ 0.0046
	4 OUNCE	\$ 0.0674	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0458	\$ 0.1727	\$ 0.0063	\$ 0.1790	\$ (0.0158)	\$ 0.0330	\$ 0.1962	\$ 0.1951	\$ 0.0011
	Bulk per Quart	\$ 0.5394	\$ 0.0829	\$ 0.0103	\$ 0.2497	\$ 0.3666	\$ 1.2489	\$ 0.0453	\$ 1.2942	\$ (0.1267)	\$ 0.2638	\$ 1.4313	\$ 1.1864	\$ 0.2449
REDUCED FAT (2%) MILK	GALLON	\$ 1.8050	\$ 0.2314	\$ 0.0412	\$ (0.0902)	\$ 1.4664	\$ 3.4538	\$ 0.1253	\$ 3.5791	\$ (0.5068)	\$ 1.0552	\$ 4.1275	\$ 4.0454	\$ 0.0821
	1/2 GALLON	\$ 0.9025	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7332	\$ 1.7854	\$ 0.0648	\$ 1.8502	\$ (0.2534)	\$ 0.5276	\$ 2.1244	\$ 2.0822	\$ 0.0422
	QUART	\$ 0.4513	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3666	\$ 1.0541	\$ 0.0382	\$ 1.0923	\$ (0.1267)	\$ 0.2638	\$ 1.2294	\$ 1.2007	\$ 0.0287
	PINT	\$ 0.2256	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1833	\$ 0.6078	\$ 0.0220	\$ 0.6298	\$ (0.0634)	\$ 0.1319	\$ 0.6983	\$ 0.6824	\$ 0.0159
	12 OUNCE	\$ 0.1692	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1375	\$ 0.3467	\$ 0.0126	\$ 0.3593	\$ (0.0475)	\$ 0.0989	\$ 0.4107	\$ 0.4034	\$ 0.0073
	10 OUNCE	\$ 0.1410	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1146	\$ 0.2889	\$ 0.0105	\$ 0.2994	\$ (0.0396)	\$ 0.0824	\$ 0.3422	\$ 0.3362	\$ 0.0060
	1/2 PINT	\$ 0.1128	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0917	\$ 0.2556	\$ 0.0093	\$ 0.2649	\$ (0.0317)	\$ 0.0660	\$ 0.2992	\$ 0.2954	\$ 0.0038
	4 OUNCE	\$ 0.0564	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0458	\$ 0.1617	\$ 0.0059	\$ 0.1676	\$ (0.0158)	\$ 0.0330	\$ 0.1848	\$ 0.1840	\$ 0.0008
	Bulk per Quart	\$ 0.4513	\$ 0.0829	\$ 0.0103	\$ 0.2497	\$ 0.3666	\$ 1.1608	\$ 0.0421	\$ 1.2029	\$ (0.1267)	\$ 0.2638	\$ 1.3400	\$ 1.0981	\$ 0.2419
LOW FAT (1%) MILK	GALLON	\$ 1.5550	\$ 0.2314	\$ 0.0412	\$ (0.0902)	\$ 1.4664	\$ 3.2038	\$ 0.1162	\$ 3.3200	\$ (0.5068)	\$ 1.0552	\$ 3.8684	\$ 3.7855	\$ 0.0829
	1/2 GALLON	\$ 0.7775	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7332	\$ 1.6604	\$ 0.0602	\$ 1.7206	\$ (0.2534)	\$ 0.5276	\$ 1.9948	\$ 1.9522	\$ 0.0426
	QUART	\$ 0.3888	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3666	\$ 0.9916	\$ 0.0360	\$ 1.0276	\$ (0.1267)	\$ 0.2638	\$ 1.1647	\$ 1.1358	\$ 0.0289
	PINT	\$ 0.1944	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1833	\$ 0.5766	\$ 0.0209	\$ 0.5975	\$ (0.0634)	\$ 0.1319	\$ 0.6660	\$ 0.6500	\$ 0.0160
	12 OUNCE	\$ 0.1458	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1375	\$ 0.3233	\$ 0.0117	\$ 0.3350	\$ (0.0475)	\$ 0.0989	\$ 0.3864	\$ 0.3791	\$ 0.0073
	10 OUNCE	\$ 0.1215	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1146	\$ 0.2694	\$ 0.0098	\$ 0.2792	\$ (0.0396)	\$ 0.0824	\$ 0.3220	\$ 0.3159	\$ 0.0061
	1/2 PINT	\$ 0.0972	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0917	\$ 0.2400	\$ 0.0087	\$ 0.2487	\$ (0.0317)	\$ 0.0660	\$ 0.2830	\$ 0.2792	\$ 0.0038
	4 OUNCE	\$ 0.0486	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0458	\$ 0.1539	\$ 0.0056	\$ 0.1595	\$ (0.0158)	\$ 0.0330	\$ 0.1767	\$ 0.1760	\$ 0.0007
	Bulk per Quart	\$ 0.3888	\$ 0.0829	\$ 0.0103	\$ 0.2497	\$ 0.3666	\$ 1.0983	\$ 0.0398	\$ 1.1381	\$ (0.1267)	\$ 0.2638	\$ 1.2752	\$ 1.0332	\$ 0.2420
NON FAT (SKIM) MILK	GALLON	\$ 1.3454	\$ 0.2314	\$ 0.0412	\$ (0.0902)	\$ 1.4664	\$ 2.9942	\$ 0.1086	\$ 3.1028	\$ (0.5068)	\$ 1.0552	\$ 3.6512	\$ 3.5709	\$ 0.0803
	1/2 GALLON	\$ 0.6727	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7332	\$ 1.5556	\$ 0.0564	\$ 1.6120	\$ (0.2534)	\$ 0.5276	\$ 1.8862	\$ 1.8450	\$ 0.0412
	QUART	\$ 0.3364	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3666	\$ 0.9392	\$ 0.0341	\$ 0.9733	\$ (0.1267)	\$ 0.2638	\$ 1.1104	\$ 1.0821	\$ 0.0283
	PINT	\$ 0.1682	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1833	\$ 0.5504	\$ 0.0200	\$ 0.5704	\$ (0.0634)	\$ 0.1319	\$ 0.6389	\$ 0.6231	\$ 0.0158
	12 OUNCE	\$ 0.1261	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1375	\$ 0.3036	\$ 0.0110	\$ 0.3146	\$ (0.0475)	\$ 0.0989	\$ 0.3660	\$ 0.3590	\$ 0.0070
	10 OUNCE	\$ 0.1051	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1146	\$ 0.2530	\$ 0.0092	\$ 0.2622	\$ (0.0396)	\$ 0.0824	\$ 0.3050	\$ 0.2991	\$ 0.0059
	1/2 PINT	\$ 0.0841	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0917	\$ 0.2269	\$ 0.0082	\$ 0.2351	\$ (0.0317)	\$ 0.0660	\$ 0.2694	\$ 0.2658	\$ 0.0036
	4 OUNCE	\$ 0.0420	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0458	\$ 0.1473	\$ 0.0053	\$ 0.1526	\$ (0.0158)	\$ 0.0330	\$ 0.1698	\$ 0.1692	\$ 0.0006
	Bulk per Quart	\$ 0.3364	\$ 0.0829	\$ 0.0103	\$ 0.2497	\$ 0.3666	\$ 1.0459	\$ 0.0379	\$ 1.0838	\$ (0.1267)	\$ 0.2638	\$ 1.2209	\$ 0.9795	\$ 0.2414

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0012 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

WHOLESALE PRICE BUILDUP
OCTOBER 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	\$ 2.3856	\$ 0.2314	\$ 0.0412	\$ (0.0902)	\$ 1.4664	\$ 4.0344	\$ 0.1463	\$ 4.1807	\$ (0.5068)	\$ 1.0552	\$ 4.7291	\$ 4.7060	\$ 0.0231
	1/2 GALLON	\$ 1.1928	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7332	\$ 2.0757	\$ 0.0753	\$ 2.1510	\$ (0.2534)	\$ 0.5276	\$ 2.4252	\$ 2.4125	\$ 0.0127
	QUART	\$ 0.5964	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3666	\$ 1.1992	\$ 0.0435	\$ 1.2427	\$ (0.1267)	\$ 0.2638	\$ 1.3798	\$ 1.3659	\$ 0.0139
	PINT	\$ 0.2982	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1833	\$ 0.6804	\$ 0.0247	\$ 0.7051	\$ (0.0634)	\$ 0.1319	\$ 0.7736	\$ 0.7650	\$ 0.0086
	12 OUNCE	\$ 0.2237	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1375	\$ 0.4012	\$ 0.0146	\$ 0.4158	\$ (0.0475)	\$ 0.0989	\$ 0.4672	\$ 0.4654	\$ 0.0018
	10 OUNCE	\$ 0.1864	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1146	\$ 0.3343	\$ 0.0121	\$ 0.3464	\$ (0.0396)	\$ 0.0824	\$ 0.3892	\$ 0.3878	\$ 0.0014
	1/2 PINT	\$ 0.1491	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0917	\$ 0.2919	\$ 0.0106	\$ 0.3025	\$ (0.0317)	\$ 0.0660	\$ 0.3368	\$ 0.3368	\$ -
	4 OUNCE	\$ 0.0746	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0458	\$ 0.1799	\$ 0.0065	\$ 0.1864	\$ (0.0158)	\$ 0.0330	\$ 0.2036	\$ 0.2047	\$ (0.0011)
	Bulk per Quart	\$ 0.5964	\$ 0.0829	\$ 0.0103	\$ 0.2497	\$ 0.3666	\$ 1.3059	\$ 0.0474	\$ 1.3533	\$ (0.1267)	\$ 0.2638	\$ 1.4904	\$ 1.2633	\$ 0.2271
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9072	\$ 0.2314	\$ 0.0412	\$ (0.0902)	\$ 1.4664	\$ 3.5560	\$ 0.1290	\$ 3.6850	\$ (0.5068)	\$ 1.0552	\$ 4.2334	\$ 4.0635	\$ 0.1699
	1/2 GALLON	\$ 0.9536	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7332	\$ 1.8365	\$ 0.0666	\$ 1.9031	\$ (0.2534)	\$ 0.5276	\$ 2.1773	\$ 2.0913	\$ 0.0860
	QUART	\$ 0.4768	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3666	\$ 1.0796	\$ 0.0392	\$ 1.1188	\$ (0.1267)	\$ 0.2638	\$ 1.2559	\$ 1.2053	\$ 0.0506
	PINT	\$ 0.2384	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1833	\$ 0.6206	\$ 0.0225	\$ 0.6431	\$ (0.0634)	\$ 0.1319	\$ 0.7116	\$ 0.6847	\$ 0.0269
	12 OUNCE	\$ 0.1788	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1375	\$ 0.3563	\$ 0.0129	\$ 0.3692	\$ (0.0475)	\$ 0.0989	\$ 0.4206	\$ 0.4052	\$ 0.0154
	10 OUNCE	\$ 0.1490	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1146	\$ 0.2969	\$ 0.0108	\$ 0.3077	\$ (0.0396)	\$ 0.0824	\$ 0.3505	\$ 0.3376	\$ 0.0129
	1/2 PINT	\$ 0.1192	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0917	\$ 0.2620	\$ 0.0095	\$ 0.2715	\$ (0.0317)	\$ 0.0660	\$ 0.3058	\$ 0.2966	\$ 0.0092
	4 OUNCE	\$ 0.0596	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0458	\$ 0.1649	\$ 0.0060	\$ 0.1709	\$ (0.0158)	\$ 0.0330	\$ 0.1881	\$ 0.1847	\$ 0.0034
	Bulk per Quart	\$ 0.4768	\$ 0.0829	\$ 0.0103	\$ 0.2497	\$ 0.3666	\$ 1.1863	\$ 0.0430	\$ 1.2293	\$ (0.1267)	\$ 0.2638	\$ 1.3664	\$ 1.1027	\$ 0.2637
FLAVORED NONFAT MILK	GALLON	\$ 1.5560	\$ 0.2314	\$ 0.0412	\$ (0.0902)	\$ 1.4664	\$ 3.2048	\$ 0.1162	\$ 3.3210	\$ (0.5068)	\$ 1.0552	\$ 3.8694	\$ 3.7601	\$ 0.1093
	1/2 GALLON	\$ 0.7780	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7332	\$ 1.6609	\$ 0.0602	\$ 1.7211	\$ (0.2534)	\$ 0.5276	\$ 1.9953	\$ 1.9396	\$ 0.0557
	QUART	\$ 0.3890	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3666	\$ 0.9918	\$ 0.0360	\$ 1.0278	\$ (0.1267)	\$ 0.2638	\$ 1.1649	\$ 1.1294	\$ 0.0355
	PINT	\$ 0.1945	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1833	\$ 0.5767	\$ 0.0209	\$ 0.5976	\$ (0.0634)	\$ 0.1319	\$ 0.6661	\$ 0.6467	\$ 0.0194
	12 OUNCE	\$ 0.1459	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1375	\$ 0.3234	\$ 0.0117	\$ 0.3351	\$ (0.0475)	\$ 0.0989	\$ 0.3865	\$ 0.3767	\$ 0.0098
	10 OUNCE	\$ 0.1216	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1146	\$ 0.2695	\$ 0.0098	\$ 0.2793	\$ (0.0396)	\$ 0.0824	\$ 0.3221	\$ 0.3139	\$ 0.0082
	1/2 PINT	\$ 0.0973	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0917	\$ 0.2401	\$ 0.0087	\$ 0.2488	\$ (0.0317)	\$ 0.0660	\$ 0.2831	\$ 0.2776	\$ 0.0055
	4 OUNCE	\$ 0.0486	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0458	\$ 0.1539	\$ 0.0056	\$ 0.1595	\$ (0.0158)	\$ 0.0330	\$ 0.1767	\$ 0.1751	\$ 0.0016
	Bulk per Quart	\$ 0.3890	\$ 0.0829	\$ 0.0103	\$ 0.2497	\$ 0.3666	\$ 1.0985	\$ 0.0398	\$ 1.1383	\$ (0.1267)	\$ 0.2638	\$ 1.2754	\$ 1.0268	\$ 0.2486
BUTTERMILK	GALLON	\$ 1.8636	\$ 0.2314	\$ 0.0412	\$ (0.0902)	\$ 1.4664	\$ 3.5124	\$ 0.1274	\$ 3.6398	\$ (0.5068)	\$ 1.0552	\$ 4.1882	\$ 4.0999	\$ 0.0883
	1/2 GALLON	\$ 0.9318	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7332	\$ 1.8147	\$ 0.0658	\$ 1.8805	\$ (0.2534)	\$ 0.5276	\$ 2.1547	\$ 2.1094	\$ 0.0453
	QUART	\$ 0.4659	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3666	\$ 1.0687	\$ 0.0388	\$ 1.1075	\$ (0.1267)	\$ 0.2638	\$ 1.2446	\$ 1.2144	\$ 0.0302
	PINT	\$ 0.2330	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1833	\$ 0.6152	\$ 0.0223	\$ 0.6375	\$ (0.0634)	\$ 0.1319	\$ 0.7060	\$ 0.6892	\$ 0.0168
	12 OUNCE	\$ 0.1747	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1375	\$ 0.3522	\$ 0.0128	\$ 0.3650	\$ (0.0475)	\$ 0.0989	\$ 0.4164	\$ 0.4085	\$ 0.0079
	10 OUNCE	\$ 0.1456	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1146	\$ 0.2935	\$ 0.0106	\$ 0.3041	\$ (0.0396)	\$ 0.0824	\$ 0.3469	\$ 0.3404	\$ 0.0065
	1/2 PINT	\$ 0.1165	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0917	\$ 0.2593	\$ 0.0094	\$ 0.2687	\$ (0.0317)	\$ 0.0660	\$ 0.3030	\$ 0.2989	\$ 0.0041
	4 OUNCE	\$ 0.0582	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0458	\$ 0.1635	\$ 0.0059	\$ 0.1694	\$ (0.0158)	\$ 0.0330	\$ 0.1866	\$ 0.1857	\$ 0.0009
	Bulk per Quart	\$ 0.4659	\$ 0.0829	\$ 0.0103	\$ 0.2497	\$ 0.3666	\$ 1.1754	\$ 0.0426	\$ 1.2180	\$ (0.1267)	\$ 0.2638	\$ 1.3551	\$ 1.1118	\$ 0.2433

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0012 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
OCTOBER 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	\$ 3.9096	\$ 0.2314	\$ 0.0412	\$ (0.0902)	\$ 1.4664	\$ 5.5584	\$ 0.2016	\$ 5.7600	\$ (0.5068)	\$ 1.0552	\$ 6.3084	\$ 6.2778	\$ 0.0306
	1/2 GALLON	\$ 1.9548	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7332	\$ 2.8377	\$ 0.1029	\$ 2.9406	\$ (0.2534)	\$ 0.5276	\$ 3.2148	\$ 3.1984	\$ 0.0164
	QUART	\$ 0.9774	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3666	\$ 1.5802	\$ 0.0573	\$ 1.6375	\$ (0.1267)	\$ 0.2638	\$ 1.7746	\$ 1.7589	\$ 0.0157
	PINT	\$ 0.4887	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1833	\$ 0.8709	\$ 0.0316	\$ 0.9025	\$ (0.0634)	\$ 0.1319	\$ 0.9710	\$ 0.9615	\$ 0.0095
	12 OUNCE	\$ 0.3665	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1375	\$ 0.5440	\$ 0.0197	\$ 0.5637	\$ (0.0475)	\$ 0.0989	\$ 0.6151	\$ 0.6127	\$ 0.0024
	10 OUNCE	\$ 0.3054	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1146	\$ 0.4533	\$ 0.0164	\$ 0.4697	\$ (0.0396)	\$ 0.0824	\$ 0.5125	\$ 0.5106	\$ 0.0019
	1/2 PINT	\$ 0.2444	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0917	\$ 0.3872	\$ 0.0140	\$ 0.4012	\$ (0.0317)	\$ 0.0660	\$ 0.4355	\$ 0.4350	\$ 0.0005
	4 OUNCE	\$ 0.1222	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0458	\$ 0.2275	\$ 0.0083	\$ 0.2358	\$ (0.0158)	\$ 0.0330	\$ 0.2530	\$ 0.2538	\$ (0.0008)
	Bulk per Quart	\$ 0.9774	\$ 0.0829	\$ 0.0103	\$ 0.2497	\$ 0.3666	\$ 1.6869	\$ 0.0612	\$ 1.7481	\$ (0.1267)	\$ 0.2638	\$ 1.8852	\$ 1.6563	\$ 0.2289

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0012 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.4930	\$ (0.6740)	\$ 0.8088	\$ 0.1187	\$ 4.75	\$ 4.66	\$ 0.09
	1/2 GALLON	\$ 2.3072	\$ (0.3461)	\$ 0.4106	\$ 0.0608	\$ 2.43	\$ 2.39	\$ 0.04
	QUART	\$ 1.3207	\$ (0.1981)	\$ 0.2665	\$ 0.0356	\$ 1.42	\$ 1.40	\$ 0.02
	PINT	\$ 0.7440	\$ (0.1116)	\$ 0.2329	\$ 0.0222	\$ 0.89	\$ 0.87	\$ 0.02
	12 OUNCE	\$ 0.4450	\$ (0.0668)	\$ 0.1747	\$ 0.0142	\$ 0.57	\$ 0.56	\$ 0.01
	10 OUNCE	\$ 0.3708	\$ (0.0556)	\$ 0.1456	\$ 0.0118	\$ 0.47	\$ 0.47	\$ -
	1/2 PINT	\$ 0.3221	\$ (0.0483)	\$ 0.1226	\$ 0.0102	\$ 0.41	\$ 0.40	\$ 0.01
	4 OUNCE	\$ 0.1962	\$ (0.0294)	\$ 0.0613	\$ 0.0058	\$ 0.23	\$ 0.23	\$ -
	Bulk per Quart	\$ 1.4313	\$ (0.2147)	\$ 0.2665	\$ 0.0380	\$ 1.52	\$ 1.31	\$ 0.21
REDUCED FAT (2%) MILK	GALLON	\$ 4.1275	\$ (0.6191)	\$ 0.8088	\$ 0.1107	\$ 4.43	\$ 4.36	\$ 0.07
	1/2 GALLON	\$ 2.1244	\$ (0.3187)	\$ 0.4106	\$ 0.0568	\$ 2.27	\$ 2.24	\$ 0.03
	QUART	\$ 1.2294	\$ (0.1844)	\$ 0.2665	\$ 0.0336	\$ 1.35	\$ 1.32	\$ 0.03
	PINT	\$ 0.6983	\$ (0.1047)	\$ 0.2329	\$ 0.0212	\$ 0.85	\$ 0.83	\$ 0.02
	12 OUNCE	\$ 0.4107	\$ (0.0616)	\$ 0.1747	\$ 0.0134	\$ 0.54	\$ 0.53	\$ 0.01
	10 OUNCE	\$ 0.3422	\$ (0.0513)	\$ 0.1456	\$ 0.0112	\$ 0.45	\$ 0.44	\$ 0.01
	1/2 PINT	\$ 0.2992	\$ (0.0449)	\$ 0.1226	\$ 0.0097	\$ 0.39	\$ 0.38	\$ 0.01
	4 OUNCE	\$ 0.1848	\$ (0.0277)	\$ 0.0613	\$ 0.0056	\$ 0.22	\$ 0.22	\$ -
	Bulk per Quart	\$ 1.3400	\$ (0.2010)	\$ 0.2665	\$ 0.0360	\$ 1.44	\$ 1.23	\$ 0.21
LOW FAT (1%) MILK	GALLON	\$ 3.8684	\$ (0.5803)	\$ 0.8088	\$ 0.1050	\$ 4.20	\$ 4.13	\$ 0.07
	1/2 GALLON	\$ 1.9948	\$ (0.2992)	\$ 0.4106	\$ 0.0540	\$ 2.16	\$ 2.12	\$ 0.04
	QUART	\$ 1.1647	\$ (0.1747)	\$ 0.2665	\$ 0.0322	\$ 1.29	\$ 1.26	\$ 0.03
	PINT	\$ 0.6660	\$ (0.0999)	\$ 0.2329	\$ 0.0205	\$ 0.82	\$ 0.81	\$ 0.01
	12 OUNCE	\$ 0.3864	\$ (0.0580)	\$ 0.1747	\$ 0.0129	\$ 0.52	\$ 0.51	\$ 0.01
	10 OUNCE	\$ 0.3220	\$ (0.0483)	\$ 0.1456	\$ 0.0108	\$ 0.43	\$ 0.42	\$ 0.01
	1/2 PINT	\$ 0.2830	\$ (0.0425)	\$ 0.1226	\$ 0.0093	\$ 0.37	\$ 0.37	\$ -
	4 OUNCE	\$ 0.1767	\$ (0.0265)	\$ 0.0613	\$ 0.0054	\$ 0.22	\$ 0.22	\$ -
	Bulk per Quart	\$ 1.2752	\$ (0.1913)	\$ 0.2665	\$ 0.0346	\$ 1.39	\$ 1.17	\$ 0.22
NON FAT (SKIM) MILK	GALLON	\$ 3.6512	\$ (0.5477)	\$ 0.8088	\$ 0.1003	\$ 4.01	\$ 3.94	\$ 0.07
	1/2 GALLON	\$ 1.8862	\$ (0.2829)	\$ 0.4106	\$ 0.0516	\$ 2.07	\$ 2.03	\$ 0.04
	QUART	\$ 1.1104	\$ (0.1666)	\$ 0.2665	\$ 0.0310	\$ 1.24	\$ 1.22	\$ 0.02
	PINT	\$ 0.6389	\$ (0.0958)	\$ 0.2329	\$ 0.0199	\$ 0.80	\$ 0.78	\$ 0.02
	12 OUNCE	\$ 0.3660	\$ (0.0549)	\$ 0.1747	\$ 0.0125	\$ 0.50	\$ 0.49	\$ 0.01
	10 OUNCE	\$ 0.3050	\$ (0.0458)	\$ 0.1456	\$ 0.0104	\$ 0.42	\$ 0.41	\$ 0.01
	1/2 PINT	\$ 0.2694	\$ (0.0404)	\$ 0.1226	\$ 0.0090	\$ 0.36	\$ 0.36	\$ -
	4 OUNCE	\$ 0.1698	\$ (0.0255)	\$ 0.0613	\$ 0.0053	\$ 0.21	\$ 0.21	\$ -
	Bulk per Quart	\$ 1.2209	\$ (0.1831)	\$ 0.2665	\$ 0.0334	\$ 1.34	\$ 1.13	\$ 0.21

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.7291	\$ (0.7094)	\$ 0.8088	\$ 0.1238	\$ 4.95	\$ 4.93	\$ 0.02
	1/2 GALLON	\$ 2.4252	\$ (0.3638)	\$ 0.4106	\$ 0.0634	\$ 2.54	\$ 2.52	\$ 0.02
	QUART	\$ 1.3798	\$ (0.2070)	\$ 0.2665	\$ 0.0369	\$ 1.48	\$ 1.46	\$ 0.02
	PINT	\$ 0.7736	\$ (0.1160)	\$ 0.2329	\$ 0.0228	\$ 0.91	\$ 0.91	\$ -
	12 OUNCE	\$ 0.4672	\$ (0.0701)	\$ 0.1747	\$ 0.0147	\$ 0.59	\$ 0.58	\$ 0.01
	10 OUNCE	\$ 0.3892	\$ (0.0584)	\$ 0.1456	\$ 0.0122	\$ 0.49	\$ 0.49	\$ -
	1/2 PINT	\$ 0.3368	\$ (0.0505)	\$ 0.1226	\$ 0.0105	\$ 0.42	\$ 0.42	\$ -
	4 OUNCE	\$ 0.2036	\$ (0.0305)	\$ 0.0613	\$ 0.0060	\$ 0.24	\$ 0.24	\$ -
	Bulk per Quart	\$ 1.4904	\$ (0.2236)	\$ 0.2665	\$ 0.0393	\$ 1.57	\$ 1.37	\$ 0.20
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.2334	\$ (0.6350)	\$ 0.8088	\$ 0.1130	\$ 4.52	\$ 4.37	\$ 0.15
	1/2 GALLON	\$ 2.1773	\$ (0.3266)	\$ 0.4106	\$ 0.0580	\$ 2.32	\$ 2.24	\$ 0.08
	QUART	\$ 1.2559	\$ (0.1884)	\$ 0.2665	\$ 0.0342	\$ 1.37	\$ 1.32	\$ 0.05
	PINT	\$ 0.7116	\$ (0.1067)	\$ 0.2329	\$ 0.0215	\$ 0.86	\$ 0.84	\$ 0.02
	12 OUNCE	\$ 0.4206	\$ (0.0631)	\$ 0.1747	\$ 0.0136	\$ 0.55	\$ 0.53	\$ 0.02
	10 OUNCE	\$ 0.3505	\$ (0.0526)	\$ 0.1456	\$ 0.0114	\$ 0.45	\$ 0.44	\$ 0.01
	1/2 PINT	\$ 0.3058	\$ (0.0459)	\$ 0.1226	\$ 0.0098	\$ 0.39	\$ 0.38	\$ 0.01
	4 OUNCE	\$ 0.1881	\$ (0.0282)	\$ 0.0613	\$ 0.0057	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.3664	\$ (0.2050)	\$ 0.2665	\$ 0.0366	\$ 1.46	\$ 1.23	\$ 0.23
FLAVORED NONFAT MILK	GALLON	\$ 3.8694	\$ (0.5804)	\$ 0.8088	\$ 0.1051	\$ 4.20	\$ 4.11	\$ 0.09
	1/2 GALLON	\$ 1.9953	\$ (0.2993)	\$ 0.4106	\$ 0.0540	\$ 2.16	\$ 2.11	\$ 0.05
	QUART	\$ 1.1649	\$ (0.1747)	\$ 0.2665	\$ 0.0322	\$ 1.29	\$ 1.26	\$ 0.03
	PINT	\$ 0.6661	\$ (0.0999)	\$ 0.2329	\$ 0.0205	\$ 0.82	\$ 0.80	\$ 0.02
	12 OUNCE	\$ 0.3865	\$ (0.0580)	\$ 0.1747	\$ 0.0129	\$ 0.52	\$ 0.51	\$ 0.01
	10 OUNCE	\$ 0.3221	\$ (0.0483)	\$ 0.1456	\$ 0.0108	\$ 0.43	\$ 0.42	\$ 0.01
	1/2 PINT	\$ 0.2831	\$ (0.0425)	\$ 0.1226	\$ 0.0093	\$ 0.37	\$ 0.37	\$ -
	4 OUNCE	\$ 0.1767	\$ (0.0265)	\$ 0.0613	\$ 0.0054	\$ 0.22	\$ 0.22	\$ -
	Bulk per Quart	\$ 1.2754	\$ (0.1913)	\$ 0.2665	\$ 0.0346	\$ 1.39	\$ 1.17	\$ 0.22
BUTTERMILK	GALLON	\$ 4.1882	\$ (0.6282)	\$ 0.8088	\$ 0.1120	\$ 4.48	\$ 4.40	\$ 0.08
	1/2 GALLON	\$ 2.1547	\$ (0.3232)	\$ 0.4106	\$ 0.0575	\$ 2.30	\$ 2.26	\$ 0.04
	QUART	\$ 1.2446	\$ (0.1867)	\$ 0.2665	\$ 0.0340	\$ 1.36	\$ 1.33	\$ 0.03
	PINT	\$ 0.7060	\$ (0.1059)	\$ 0.2329	\$ 0.0214	\$ 0.85	\$ 0.84	\$ 0.01
	12 OUNCE	\$ 0.4164	\$ (0.0625)	\$ 0.1747	\$ 0.0136	\$ 0.54	\$ 0.54	\$ -
	10 OUNCE	\$ 0.3469	\$ (0.0520)	\$ 0.1456	\$ 0.0113	\$ 0.45	\$ 0.45	\$ -
	1/2 PINT	\$ 0.3030	\$ (0.0455)	\$ 0.1226	\$ 0.0097	\$ 0.39	\$ 0.39	\$ -
	4 OUNCE	\$ 0.1866	\$ (0.0280)	\$ 0.0613	\$ 0.0056	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.3551	\$ (0.2033)	\$ 0.2665	\$ 0.0364	\$ 1.45	\$ 1.24	\$ 0.21

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	\$ 6.3084	\$ (0.9463)	\$ 0.8088	\$ 0.1582	\$ 6.33	\$ 6.30 \$ 0.03
	1/2 GALLON	\$ 3.2148	\$ (0.4822)	\$ 0.4106	\$ 0.0806	\$ 3.22	\$ 3.21 \$ 0.01
	QUART	\$ 1.7746	\$ (0.2662)	\$ 0.2665	\$ 0.0455	\$ 1.82	\$ 1.81 \$ 0.01
	PINT	\$ 0.9710	\$ (0.1457)	\$ 0.2329	\$ 0.0271	\$ 1.09	\$ 1.08 \$ 0.01
	12 OUNCE	\$ 0.6151	\$ (0.0923)	\$ 0.1747	\$ 0.0179	\$ 0.72	\$ 0.71 \$ 0.01
	10 OUNCE	\$ 0.5125	\$ (0.0769)	\$ 0.1456	\$ 0.0149	\$ 0.60	\$ 0.59 \$ 0.01
	1/2 PINT	\$ 0.4355	\$ (0.0653)	\$ 0.1226	\$ 0.0126	\$ 0.51	\$ 0.50 \$ 0.01
	4 OUNCE	\$ 0.2530	\$ (0.0380)	\$ 0.0613	\$ 0.0071	\$ 0.28	\$ 0.28 \$ -
	Bulk per Quart	\$ 1.8852	\$ (0.2828)	\$ 0.2665	\$ 0.0479	\$ 1.92	\$ 1.72 \$ 0.20