



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General
Order No. A-962 (CRO 13)

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

COST REPLACEMENT ORDER FOR THE NORTHEASTERN MILK MARKETING AREA, AREA NO. 3

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 costs adopted by the Board in this order will replace the costs embodied in Official General Order (OGO) A-962 (CRO 12) and will be incorporated into the wholesale and retail prices of price-controlled packaged products sold in Milk Marketing Area 3, as defined in Section B of OGO A-962.

(b) The rate of return for dealers is 3.4%.

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

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-962

All parts of Official General Order A-962 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. 3
APRIL 19, 2023

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. 3.

2. Notice of the hearing was published at 53 Pennsylvania Bulletin 1037 dated February 18, 2023. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1624, 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 3 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of Clover Farms Dairy Company; Dan Ed Corporation; DFA Dairy Brands Fluid, LLC – Schuylkill Haven; DFA Dairy Brands Fluid, LLC – Lebanon; Milk Industry Management Corporation; Monroe County Milk Producers Coop Association; Turkey Hill, LLC; 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 3. The cross section dealers accounted for 65.86 percent of sales into Area 3. Dr. Hardbarger testified that cross-section dealer sales of the top five selling products in Area 3 are close to the same as that of all dealers selling into Area 3. 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 3. 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 3.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Mr. Gojsovich and Ms. Deimler testified that the cross-section dealers incurred a cost of \$0.3152 per point for processing, packaging, and delivering milk in 2021. Based on this uncontradicted and concurring testimony, the Board finds that the cross section dealers incurred a cost of \$0.3152 per point for processing, packaging, and delivery, and further finds that \$0.3152 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 - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0004/lb; Flavored Milk - \$0.0450/lb; Flavored

Reduced Fat Milk - \$0.0370/lb; Flavored Non-Fat Milk - \$0.0315/lb; Buttermilk - \$0.0119/lb; Egg Nog - \$0.3359/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 \$0.0001 per point between the first halves of 2021 and 2022. We find that \$0.0001 should be used in this order.

8. Mr. Gojsovich and Ms. Deimler recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in diesel fuel costs continue in Area 3. 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 area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in heating fuel costs continue in Area 3. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Ms. Deimler presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$0.0018 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 \$0.0018 per pound.

11. Based on the 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 - \$0.2416; Half Gallon - \$0.1806; Quart - \$0.1828; Pint - \$0.1133; Half Pint (paper) - \$0.0255; Half Pint (plastic) - \$0.0837; 12 Ounce - \$0.0630; 10 Ounce - \$0.0587; 4 Ounce - \$0.0309; Bulk Per Quart - \$0.0773. 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, based on the base weighted costs and weighted units testified to by Mr. Gojsovich and as listed above. The Board also finds that the weighted shrinkage factor should continue to be applied to container costs.

The Board further finds 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 to the paper container cost for products sold in rigid plastic containers. Based on the testimony of Mr. Gojsovich and Ms. Deimler, we find the plastic add-on is \$0.0582 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

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

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

Gallon	\$(0.0844)
Half Gallon	\$(0.0243)
Quart	\$0.0590
Pint	\$0.0599
Half Pint	\$0.0201
4 ounce	\$0.0355
Bulk (per quart)	\$0.0842

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

13. Ms. Deimler recommended that the Board maintain the rate of return at 3.4%. She testified that the rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. She also testified that maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry.

Based on Ms. Deimler's persuasive and credible testimony, the Board finds that the rate of return should remain at 3.4%.

14. 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.

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

16. Mr. Gojsovich testified that the cost replacement process would result in the retail minimum price for a gallon of 2% milk decreasing \$0.08 from the current minimum retail price. He explained that the majority of that increase is attributable to the increase in processing costs between 2020 and 2021.

II. CONCLUSIONS OF LAW

1. The April 19, 2023, cost replacement hearing for Milk Marketing Area No. 3 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. 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 3

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$	1,351,810
2. Average On-Highway Diesel Price per Gallon - YEAR 2021 (1)	\$	3.431
3. On-Highway Diesel Price per Gallon - DECEMBER 2022 (1)	\$	5.459
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		59.11%
5. Presumed Diesel Fuel Costs - DECEMBER 2022 ((Line 1 X Line 4) + Line 1)	\$	<u>2,150,840</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$	799,030
7. Weighted Delivery Points - YEAR 2021		<u>95,937,118</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u><u>0.0083</u></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 3

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	287,229
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>436,358</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	149,129
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>134,739,782</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0011</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

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

	Class I
Skim Rate	\$ 16.26
Butterfat Rate	\$ 2.7638

Product Description	A	B	C (B ÷ A)	D (A - B)	E (B × BF Rate)	F (D × Skim Rate)	G (E + F)	H (G ÷ A)	I (EX. 4)	J (EX. 5)	K (H + I + J)
	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage								
Standard (Whole) Milk	66,919,069	2,189,045	3.2712%	64,730,024	\$ 6,050,083	\$ 10,525,102	\$ 16,575,185	\$ 0.2477	\$ -	\$ 0.0018	\$ 0.2495
Reduced Fat (2%) Milk	36,971,200	718,948	1.9446%	36,252,252	\$ 1,987,028	\$ 5,894,616	\$ 7,881,644	\$ 0.2132	\$ 0.0001	\$ 0.0018	\$ 0.2151
Low Fat (1%) Milk	22,227,358	207,367	0.9329%	22,019,991	\$ 573,121	\$ 3,580,451	\$ 4,153,572	\$ 0.1869	\$ 0.0001	\$ 0.0018	\$ 0.1888
Non Fat (Skim) Milk	9,712,607	8,085	0.0832%	9,704,522	\$ 22,345	\$ 1,577,955	\$ 1,600,300	\$ 0.1648	\$ 0.0004	\$ 0.0018	\$ 0.1670
Flavored Milk	4,361,183	142,944	3.2776%	4,218,239	\$ 395,069	\$ 685,886	\$ 1,080,955	\$ 0.2479	\$ 0.0450	\$ 0.0018	\$ 0.2947
Flavored Reduced Fat Milk	9,799,207	123,016	1.2554%	9,676,191	\$ 339,992	\$ 1,573,349	\$ 1,913,341	\$ 0.1953	\$ 0.0370	\$ 0.0018	\$ 0.2341
Flavored NONFAT Milk	4,264,255	5,748	0.1348%	4,258,507	\$ 15,886	\$ 692,433	\$ 708,319	\$ 0.1661	\$ 0.0315	\$ 0.0018	\$ 0.1994
Buttermilk	47,896	1,821	3.8020%	46,075	\$ 5,033	\$ 7,492	\$ 12,525	\$ 0.2615	\$ 0.0119	\$ 0.0018	\$ 0.2752
Egg Nog	753,232	51,847	6.8833%	701,385	\$ 143,295	\$ 114,045	\$ 257,340	\$ 0.3416	\$ 0.3359	\$ 0.0018	\$ 0.6793

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

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽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	\$ 2.1457	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.6019	\$ 0.1268	\$ 3.7287	\$ (0.4992)	\$ 0.9448	\$ 4.1743	\$ 4.0753	\$ 0.0990
	1/2 GALLON	\$ 1.0729	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.8800	\$ 0.0662	\$ 1.9462	\$ (0.2496)	\$ 0.4724	\$ 2.1690	\$ 2.1182	\$ 0.0508
	QUART	\$ 0.5364	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.1139	\$ 0.0392	\$ 1.1531	\$ (0.1248)	\$ 0.2362	\$ 1.2645	\$ 1.2472	\$ 0.0173
	PINT	\$ 0.2682	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.6101	\$ 0.0215	\$ 0.6316	\$ (0.0624)	\$ 0.1181	\$ 0.6873	\$ 0.6499	\$ 0.0374
	12 OUNCE	\$ 0.2012	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3873	\$ 0.0136	\$ 0.4009	\$ (0.0468)	\$ 0.0886	\$ 0.4427	\$ 0.4308	\$ 0.0119
	10 OUNCE	\$ 0.1676	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3289	\$ 0.0116	\$ 0.3405	\$ (0.0390)	\$ 0.0738	\$ 0.3753	\$ 0.3654	\$ 0.0099
	1/2 PINT	\$ 0.1341	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2692	\$ 0.0095	\$ 0.2787	\$ (0.0312)	\$ 0.0591	\$ 0.3066	\$ 0.2987	\$ 0.0079
	4 OUNCE	\$ 0.0671	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1750	\$ 0.0062	\$ 0.1812	\$ (0.0156)	\$ 0.0295	\$ 0.1951	\$ 0.1840	\$ 0.0111
Bulk per Quart	\$ 0.5364	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 1.0272	\$ 0.0362	\$ 1.0634	\$ (0.1248)	\$ 0.2362	\$ 1.1748	\$ 1.0811	\$ 0.0937	
REDUCED FAT (2%) MILK	GALLON	\$ 1.8542	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.3104	\$ 0.1165	\$ 3.4269	\$ (0.4992)	\$ 0.9448	\$ 3.8725	\$ 3.7789	\$ 0.0936
	1/2 GALLON	\$ 0.9271	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.7342	\$ 0.0610	\$ 1.7952	\$ (0.2496)	\$ 0.4724	\$ 2.0180	\$ 1.9700	\$ 0.0480
	QUART	\$ 0.4635	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.0410	\$ 0.0366	\$ 1.0776	\$ (0.1248)	\$ 0.2362	\$ 1.1890	\$ 1.1731	\$ 0.0159
	PINT	\$ 0.2318	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5737	\$ 0.0202	\$ 0.5939	\$ (0.0624)	\$ 0.1181	\$ 0.6496	\$ 0.6128	\$ 0.0368
	12 OUNCE	\$ 0.1738	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3599	\$ 0.0127	\$ 0.3726	\$ (0.0468)	\$ 0.0886	\$ 0.4144	\$ 0.4031	\$ 0.0113
	10 OUNCE	\$ 0.1449	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3062	\$ 0.0108	\$ 0.3170	\$ (0.0390)	\$ 0.0738	\$ 0.3518	\$ 0.3423	\$ 0.0095
	1/2 PINT	\$ 0.1159	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2510	\$ 0.0088	\$ 0.2598	\$ (0.0312)	\$ 0.0591	\$ 0.2877	\$ 0.2802	\$ 0.0075
	4 OUNCE	\$ 0.0579	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1658	\$ 0.0058	\$ 0.1716	\$ (0.0156)	\$ 0.0295	\$ 0.1855	\$ 0.1748	\$ 0.0107
Bulk per Quart	\$ 0.4635	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.9543	\$ 0.0336	\$ 0.9879	\$ (0.1248)	\$ 0.2362	\$ 1.0993	\$ 1.0069	\$ 0.0924	
LOW FAT (1%) MILK	GALLON	\$ 1.6275	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.0837	\$ 0.1085	\$ 3.1922	\$ (0.4992)	\$ 0.9448	\$ 3.6378	\$ 3.5505	\$ 0.0873
	1/2 GALLON	\$ 0.8137	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.6208	\$ 0.0570	\$ 1.6778	\$ (0.2496)	\$ 0.4724	\$ 1.9006	\$ 1.8557	\$ 0.0449
	QUART	\$ 0.4069	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 0.9844	\$ 0.0346	\$ 1.0190	\$ (0.1248)	\$ 0.2362	\$ 1.1304	\$ 1.1161	\$ 0.0143
	PINT	\$ 0.2034	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5453	\$ 0.0192	\$ 0.5645	\$ (0.0624)	\$ 0.1181	\$ 0.6202	\$ 0.5843	\$ 0.0359
	12 OUNCE	\$ 0.1526	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3387	\$ 0.0119	\$ 0.3506	\$ (0.0468)	\$ 0.0886	\$ 0.3924	\$ 0.3817	\$ 0.0107
	10 OUNCE	\$ 0.1271	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.2884	\$ 0.0102	\$ 0.2986	\$ (0.0390)	\$ 0.0738	\$ 0.3334	\$ 0.3244	\$ 0.0090
	1/2 PINT	\$ 0.1017	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2368	\$ 0.0083	\$ 0.2451	\$ (0.0312)	\$ 0.0591	\$ 0.2730	\$ 0.2659	\$ 0.0071
	4 OUNCE	\$ 0.0509	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1588	\$ 0.0056	\$ 0.1644	\$ (0.0156)	\$ 0.0295	\$ 0.1783	\$ 0.1676	\$ 0.0107
Bulk per Quart	\$ 0.4069	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.8977	\$ 0.0316	\$ 0.9293	\$ (0.1248)	\$ 0.2362	\$ 1.0407	\$ 0.9499	\$ 0.0908	
NON FAT (SKIM) MILK	GALLON	\$ 1.4412	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 2.8974	\$ 0.1020	\$ 2.9994	\$ (0.4992)	\$ 0.9448	\$ 3.4450	\$ 3.3452	\$ 0.0998
	1/2 GALLON	\$ 0.7206	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.5277	\$ 0.0538	\$ 1.5815	\$ (0.2496)	\$ 0.4724	\$ 1.8043	\$ 1.7531	\$ 0.0512
	QUART	\$ 0.3603	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 0.9378	\$ 0.0330	\$ 0.9708	\$ (0.1248)	\$ 0.2362	\$ 1.0822	\$ 1.0647	\$ 0.0175
	PINT	\$ 0.1802	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5221	\$ 0.0184	\$ 0.5405	\$ (0.0624)	\$ 0.1181	\$ 0.5962	\$ 0.5586	\$ 0.0376
	12 OUNCE	\$ 0.1351	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3212	\$ 0.0113	\$ 0.3325	\$ (0.0468)	\$ 0.0886	\$ 0.3743	\$ 0.3624	\$ 0.0119
	10 OUNCE	\$ 0.1126	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.2739	\$ 0.0096	\$ 0.2835	\$ (0.0390)	\$ 0.0738	\$ 0.3183	\$ 0.3084	\$ 0.0099
	1/2 PINT	\$ 0.0901	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2252	\$ 0.0079	\$ 0.2331	\$ (0.0312)	\$ 0.0591	\$ 0.2610	\$ 0.2531	\$ 0.0079
	4 OUNCE	\$ 0.0450	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1529	\$ 0.0054	\$ 0.1583	\$ (0.0156)	\$ 0.0295	\$ 0.1722	\$ 0.1612	\$ 0.0110
Bulk per Quart	\$ 0.3603	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.8511	\$ 0.0300	\$ 0.8811	\$ (0.1248)	\$ 0.2362	\$ 0.9925	\$ 0.8986	\$ 0.0939	

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽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	\$ 2.3576	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.8138	\$ 0.1342	\$ 3.9480	\$ (0.4992)	\$ 0.9448	\$ 4.3936	\$ 4.2785	\$ 0.1151
	1/2 GALLON	\$ 1.1788	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.9859	\$ 0.0699	\$ 2.0558	\$ (0.2496)	\$ 0.4724	\$ 2.2786	\$ 2.2198	\$ 0.0588
	QUART	\$ 0.5894	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.1669	\$ 0.0411	\$ 1.2080	\$ (0.1248)	\$ 0.2362	\$ 1.3194	\$ 1.2980	\$ 0.0214
	PINT	\$ 0.2947	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.6366	\$ 0.0224	\$ 0.6590	\$ (0.0624)	\$ 0.1181	\$ 0.7147	\$ 0.6753	\$ 0.0394
	12 OUNCE	\$ 0.2210	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.4071	\$ 0.0143	\$ 0.4214	\$ (0.0468)	\$ 0.0886	\$ 0.4632	\$ 0.4499	\$ 0.0133
	10 OUNCE	\$ 0.1842	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3455	\$ 0.0122	\$ 0.3577	\$ (0.0390)	\$ 0.0738	\$ 0.3925	\$ 0.3813	\$ 0.0112
	1/2 PINT	\$ 0.1474	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2825	\$ 0.0099	\$ 0.2924	\$ (0.0312)	\$ 0.0591	\$ 0.3203	\$ 0.3114	\$ 0.0089
	4 OUNCE	\$ 0.0737	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1816	\$ 0.0064	\$ 0.1880	\$ (0.0156)	\$ 0.0295	\$ 0.2019	\$ 0.1904	\$ 0.0115
	Bulk per Quart	\$ 0.5894	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 1.0802	\$ 0.0380	\$ 1.1182	\$ (0.1248)	\$ 0.2362	\$ 1.2296	\$ 1.1319	\$ 0.0977
FLAVORED REDUCED-FAT MILK	GALLON	\$ 1.8728	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.3290	\$ 0.1172	\$ 3.4462	\$ (0.4992)	\$ 0.9448	\$ 3.8918	\$ 3.8056	\$ 0.0862
	1/2 GALLON	\$ 0.9364	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.7435	\$ 0.0614	\$ 1.8049	\$ (0.2496)	\$ 0.4724	\$ 2.0277	\$ 1.9834	\$ 0.0443
	QUART	\$ 0.4682	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.0457	\$ 0.0368	\$ 1.0825	\$ (0.1248)	\$ 0.2362	\$ 1.1939	\$ 1.1798	\$ 0.0141
	PINT	\$ 0.2341	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5760	\$ 0.0203	\$ 0.5963	\$ (0.0624)	\$ 0.1181	\$ 0.6520	\$ 0.6162	\$ 0.0358
	12 OUNCE	\$ 0.1756	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3617	\$ 0.0127	\$ 0.3744	\$ (0.0468)	\$ 0.0886	\$ 0.4162	\$ 0.4056	\$ 0.0106
	10 OUNCE	\$ 0.1463	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3076	\$ 0.0108	\$ 0.3184	\$ (0.0390)	\$ 0.0738	\$ 0.3532	\$ 0.3444	\$ 0.0088
	1/2 PINT	\$ 0.1171	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2522	\$ 0.0089	\$ 0.2611	\$ (0.0312)	\$ 0.0591	\$ 0.2890	\$ 0.2818	\$ 0.0072
	4 OUNCE	\$ 0.0585	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1664	\$ 0.0059	\$ 0.1723	\$ (0.0156)	\$ 0.0295	\$ 0.1862	\$ 0.1756	\$ 0.0106
	Bulk per Quart	\$ 0.4682	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.9590	\$ 0.0338	\$ 0.9928	\$ (0.1248)	\$ 0.2362	\$ 1.1042	\$ 1.0137	\$ 0.0905
FLAVORED NONFAT MILK	GALLON	\$ 1.5952	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.0514	\$ 0.1074	\$ 3.1588	\$ (0.4992)	\$ 0.9448	\$ 3.6044	\$ 3.5133	\$ 0.0911
	1/2 GALLON	\$ 0.7976	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.6047	\$ 0.0565	\$ 1.6612	\$ (0.2496)	\$ 0.4724	\$ 1.8840	\$ 1.8372	\$ 0.0468
	QUART	\$ 0.3988	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 0.9763	\$ 0.0344	\$ 1.0107	\$ (0.1248)	\$ 0.2362	\$ 1.1221	\$ 1.1067	\$ 0.0154
	PINT	\$ 0.1994	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5413	\$ 0.0191	\$ 0.5604	\$ (0.0624)	\$ 0.1181	\$ 0.6161	\$ 0.5796	\$ 0.0365
	12 OUNCE	\$ 0.1496	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3357	\$ 0.0118	\$ 0.3475	\$ (0.0468)	\$ 0.0886	\$ 0.3893	\$ 0.3781	\$ 0.0112
	10 OUNCE	\$ 0.1246	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.2859	\$ 0.0101	\$ 0.2960	\$ (0.0390)	\$ 0.0738	\$ 0.3308	\$ 0.3215	\$ 0.0093
	1/2 PINT	\$ 0.0997	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2348	\$ 0.0083	\$ 0.2431	\$ (0.0312)	\$ 0.0591	\$ 0.2710	\$ 0.2636	\$ 0.0074
	4 OUNCE	\$ 0.0499	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1578	\$ 0.0056	\$ 0.1634	\$ (0.0156)	\$ 0.0295	\$ 0.1773	\$ 0.1665	\$ 0.0108
	Bulk per Quart	\$ 0.3988	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.8896	\$ 0.0313	\$ 0.9209	\$ (0.1248)	\$ 0.2362	\$ 1.0323	\$ 0.9406	\$ 0.0917
BUTTERMILK	GALLON	\$ 2.3722	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.8284	\$ 0.1347	\$ 3.9631	\$ (0.4992)	\$ 0.9448	\$ 4.4087	\$ 4.2952	\$ 0.1135
	1/2 GALLON	\$ 1.1861	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.9932	\$ 0.0702	\$ 2.0634	\$ (0.2496)	\$ 0.4724	\$ 2.2862	\$ 2.2282	\$ 0.0580
	QUART	\$ 0.5931	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.1706	\$ 0.0412	\$ 1.2118	\$ (0.1248)	\$ 0.2362	\$ 1.3232	\$ 1.3022	\$ 0.0210
	PINT	\$ 0.2965	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.6384	\$ 0.0225	\$ 0.6609	\$ (0.0624)	\$ 0.1181	\$ 0.7166	\$ 0.6773	\$ 0.0393
	12 OUNCE	\$ 0.2224	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.4085	\$ 0.0144	\$ 0.4229	\$ (0.0468)	\$ 0.0886	\$ 0.4647	\$ 0.4514	\$ 0.0133
	10 OUNCE	\$ 0.1853	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3466	\$ 0.0122	\$ 0.3588	\$ (0.0390)	\$ 0.0738	\$ 0.3936	\$ 0.3826	\$ 0.0110
	1/2 PINT	\$ 0.1483	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2834	\$ 0.0100	\$ 0.2934	\$ (0.0312)	\$ 0.0591	\$ 0.3213	\$ 0.3125	\$ 0.0088
	4 OUNCE	\$ 0.0741	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1820	\$ 0.0064	\$ 0.1884	\$ (0.0156)	\$ 0.0295	\$ 0.2023	\$ 0.1909	\$ 0.0114
	Bulk per Quart	\$ 0.5931	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 1.0839	\$ 0.0381	\$ 1.1220	\$ (0.1248)	\$ 0.2362	\$ 1.2334	\$ 1.1360	\$ 0.0974

Footnote:

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

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

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽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	\$ 5.4344	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 6.8906	\$ 0.2425	\$ 7.1331	\$ (0.4992)	\$ 0.9448	\$ 7.5787	\$ 6.5336	\$ 1.0451
	1/2 GALLON	\$ 2.7172	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 3.5243	\$ 0.1240	\$ 3.6483	\$ (0.2496)	\$ 0.4724	\$ 3.8711	\$ 3.3473	\$ 0.5238
	QUART	\$ 1.3586	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.9361	\$ 0.0681	\$ 2.0042	\$ (0.1248)	\$ 0.2362	\$ 2.1156	\$ 1.8618	\$ 0.2538
	PINT	\$ 0.6793	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 1.0212	\$ 0.0359	\$ 1.0571	\$ (0.0624)	\$ 0.1181	\$ 1.1128	\$ 0.9571	\$ 0.1557
	12 OUNCE	\$ 0.5095	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.6956	\$ 0.0245	\$ 0.7201	\$ (0.0468)	\$ 0.0886	\$ 0.7619	\$ 0.6614	\$ 0.1005
	10 OUNCE	\$ 0.4246	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.5859	\$ 0.0206	\$ 0.6065	\$ (0.0390)	\$ 0.0738	\$ 0.6413	\$ 0.5575	\$ 0.0838
	1/2 PINT	\$ 0.3397	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.4748	\$ 0.0167	\$ 0.4915	\$ (0.0312)	\$ 0.0591	\$ 0.5194	\$ 0.4523	\$ 0.0671
	4 OUNCE	\$ 0.1698	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.2777	\$ 0.0098	\$ 0.2875	\$ (0.0156)	\$ 0.0295	\$ 0.3014	\$ 0.2609	\$ 0.0405
	Bulk per Quart	\$ 1.3586	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 1.8494	\$ 0.0651	\$ 1.9145	\$ (0.1248)	\$ 0.2362	\$ 2.0259	\$ 1.6957	\$ 0.3302

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1603	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.1743	\$ (0.5427)	\$ 0.6412	\$ 0.1186	\$ 4.39	\$ 4.30	\$ 0.09
	1/2 GALLON	\$ 2.1690	\$ (0.2820)	\$ 0.3206	\$ 0.0613	\$ 2.27	\$ 2.22	\$ 0.05
	QUART	\$ 1.2645	\$ (0.1644)	\$ 0.1603	\$ 0.0350	\$ 1.30	\$ 1.28	\$ 0.02
	PINT	\$ 0.6873	\$ (0.0893)	\$ 0.0802	\$ 0.0188	\$ 0.70	\$ 0.66	\$ 0.04
	12 OUNCE	\$ 0.4427	\$ (0.0576)	\$ 0.0601	\$ 0.0124	\$ 0.46	\$ 0.45	\$ 0.01
	10 OUNCE	\$ 0.3753	\$ (0.0488)	\$ 0.0501	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3066	\$ (0.0399)	\$ 0.0401	\$ 0.0085	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1951	\$ (0.0254)	\$ 0.0200	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1748	\$ (0.1527)	\$ 0.1603	\$ 0.0328	\$ 1.22	\$ 1.13	\$ 0.09
REDUCED FAT (2%) MILK	GALLON	\$ 3.8725	\$ (0.5034)	\$ 0.6412	\$ 0.1113	\$ 4.12	\$ 4.04	\$ 0.08
	1/2 GALLON	\$ 2.0180	\$ (0.2623)	\$ 0.3206	\$ 0.0576	\$ 2.13	\$ 2.09	\$ 0.04
	QUART	\$ 1.1890	\$ (0.1546)	\$ 0.1603	\$ 0.0332	\$ 1.23	\$ 1.21	\$ 0.02
	PINT	\$ 0.6496	\$ (0.0844)	\$ 0.0802	\$ 0.0179	\$ 0.66	\$ 0.63	\$ 0.03
	12 OUNCE	\$ 0.4144	\$ (0.0539)	\$ 0.0601	\$ 0.0117	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3518	\$ (0.0457)	\$ 0.0501	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2877	\$ (0.0374)	\$ 0.0401	\$ 0.0081	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1855	\$ (0.0241)	\$ 0.0200	\$ 0.0050	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0993	\$ (0.1429)	\$ 0.1603	\$ 0.0310	\$ 1.15	\$ 1.07	\$ 0.08
LOW FAT (1%) MILK	GALLON	\$ 3.6378	\$ (0.4729)	\$ 0.6412	\$ 0.1056	\$ 3.91	\$ 3.83	\$ 0.08
	1/2 GALLON	\$ 1.9006	\$ (0.2471)	\$ 0.3206	\$ 0.0548	\$ 2.03	\$ 1.99	\$ 0.04
	QUART	\$ 1.1304	\$ (0.1470)	\$ 0.1603	\$ 0.0317	\$ 1.18	\$ 1.16	\$ 0.02
	PINT	\$ 0.6202	\$ (0.0806)	\$ 0.0802	\$ 0.0172	\$ 0.64	\$ 0.60	\$ 0.04
	12 OUNCE	\$ 0.3924	\$ (0.0510)	\$ 0.0601	\$ 0.0111	\$ 0.41	\$ 0.40	\$ 0.01
	10 OUNCE	\$ 0.3334	\$ (0.0433)	\$ 0.0501	\$ 0.0094	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2730	\$ (0.0355)	\$ 0.0401	\$ 0.0077	\$ 0.29	\$ 0.28	\$ 0.01
	4 OUNCE	\$ 0.1783	\$ (0.0232)	\$ 0.0200	\$ 0.0049	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0407	\$ (0.1353)	\$ 0.1603	\$ 0.0296	\$ 1.10	\$ 1.01	\$ 0.09
NON FAT (SKIM) MILK	GALLON	\$ 3.4450	\$ (0.4479)	\$ 0.6412	\$ 0.1010	\$ 3.74	\$ 3.65	\$ 0.09
	1/2 GALLON	\$ 1.8043	\$ (0.2346)	\$ 0.3206	\$ 0.0525	\$ 1.94	\$ 1.90	\$ 0.04
	QUART	\$ 1.0822	\$ (0.1407)	\$ 0.1603	\$ 0.0306	\$ 1.13	\$ 1.12	\$ 0.01
	PINT	\$ 0.5962	\$ (0.0775)	\$ 0.0802	\$ 0.0166	\$ 0.62	\$ 0.58	\$ 0.04
	12 OUNCE	\$ 0.3743	\$ (0.0487)	\$ 0.0601	\$ 0.0107	\$ 0.40	\$ 0.39	\$ 0.01
	10 OUNCE	\$ 0.3183	\$ (0.0414)	\$ 0.0501	\$ 0.0091	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2610	\$ (0.0339)	\$ 0.0401	\$ 0.0074	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1722	\$ (0.0224)	\$ 0.0200	\$ 0.0047	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 0.9925	\$ (0.1290)	\$ 0.1603	\$ 0.0284	\$ 1.05	\$ 0.97	\$ 0.08

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

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1603	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3936	\$ (0.5712)	\$ 0.6412	\$ 0.1239	\$ 4.59	\$ 4.48	\$ 0.11
	1/2 GALLON	\$ 2.2786	\$ (0.2962)	\$ 0.3206	\$ 0.0639	\$ 2.37	\$ 2.31	\$ 0.06
	QUART	\$ 1.3194	\$ (0.1715)	\$ 0.1603	\$ 0.0363	\$ 1.34	\$ 1.33	\$ 0.01
	PINT	\$ 0.7147	\$ (0.0929)	\$ 0.0802	\$ 0.0195	\$ 0.72	\$ 0.69	\$ 0.03
	12 OUNCE	\$ 0.4632	\$ (0.0602)	\$ 0.0601	\$ 0.0129	\$ 0.48	\$ 0.46	\$ 0.02
	10 OUNCE	\$ 0.3925	\$ (0.0510)	\$ 0.0501	\$ 0.0109	\$ 0.40	\$ 0.39	\$ 0.01
	1/2 PINT	\$ 0.3203	\$ (0.0416)	\$ 0.0401	\$ 0.0088	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.2019	\$ (0.0262)	\$ 0.0200	\$ 0.0054	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2296	\$ (0.1598)	\$ 0.1603	\$ 0.0341	\$ 1.26	\$ 1.18	\$ 0.08
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8918	\$ (0.5059)	\$ 0.6412	\$ 0.1117	\$ 4.14	\$ 4.06	\$ 0.08
	1/2 GALLON	\$ 2.0277	\$ (0.2636)	\$ 0.3206	\$ 0.0578	\$ 2.14	\$ 2.10	\$ 0.04
	QUART	\$ 1.1939	\$ (0.1552)	\$ 0.1603	\$ 0.0333	\$ 1.23	\$ 1.22	\$ 0.01
	PINT	\$ 0.6520	\$ (0.0848)	\$ 0.0802	\$ 0.0180	\$ 0.67	\$ 0.63	\$ 0.04
	12 OUNCE	\$ 0.4162	\$ (0.0541)	\$ 0.0601	\$ 0.0117	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3532	\$ (0.0459)	\$ 0.0501	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2890	\$ (0.0376)	\$ 0.0401	\$ 0.0081	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1862	\$ (0.0242)	\$ 0.0200	\$ 0.0051	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1042	\$ (0.1435)	\$ 0.1603	\$ 0.0311	\$ 1.15	\$ 1.07	\$ 0.08
FLAVORED NONFAT MILK	GALLON	\$ 3.6044	\$ (0.4686)	\$ 0.6412	\$ 0.1048	\$ 3.88	\$ 3.80	\$ 0.08
	1/2 GALLON	\$ 1.8840	\$ (0.2449)	\$ 0.3206	\$ 0.0544	\$ 2.01	\$ 1.97	\$ 0.04
	QUART	\$ 1.1221	\$ (0.1459)	\$ 0.1603	\$ 0.0315	\$ 1.17	\$ 1.15	\$ 0.02
	PINT	\$ 0.6161	\$ (0.0801)	\$ 0.0802	\$ 0.0171	\$ 0.63	\$ 0.60	\$ 0.03
	12 OUNCE	\$ 0.3893	\$ (0.0506)	\$ 0.0601	\$ 0.0111	\$ 0.41	\$ 0.40	\$ 0.01
	10 OUNCE	\$ 0.3308	\$ (0.0430)	\$ 0.0501	\$ 0.0094	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2710	\$ (0.0352)	\$ 0.0401	\$ 0.0077	\$ 0.28	\$ 0.28	\$ -
	4 OUNCE	\$ 0.1773	\$ (0.0230)	\$ 0.0200	\$ 0.0048	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0323	\$ (0.1342)	\$ 0.1603	\$ 0.0294	\$ 1.09	\$ 1.01	\$ 0.08
BUTTERMILK	GALLON	\$ 4.4087	\$ (0.5731)	\$ 0.6412	\$ 0.1242	\$ 4.60	\$ 4.50	\$ 0.10
	1/2 GALLON	\$ 2.2862	\$ (0.2972)	\$ 0.3206	\$ 0.0641	\$ 2.37	\$ 2.32	\$ 0.05
	QUART	\$ 1.3232	\$ (0.1720)	\$ 0.1603	\$ 0.0364	\$ 1.35	\$ 1.33	\$ 0.02
	PINT	\$ 0.7166	\$ (0.0932)	\$ 0.0802	\$ 0.0195	\$ 0.72	\$ 0.69	\$ 0.03
	12 OUNCE	\$ 0.4647	\$ (0.0604)	\$ 0.0601	\$ 0.0129	\$ 0.48	\$ 0.47	\$ 0.01
	10 OUNCE	\$ 0.3936	\$ (0.0512)	\$ 0.0501	\$ 0.0109	\$ 0.40	\$ 0.39	\$ 0.01
	1/2 PINT	\$ 0.3213	\$ (0.0418)	\$ 0.0401	\$ 0.0089	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.2023	\$ (0.0263)	\$ 0.0200	\$ 0.0054	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2334	\$ (0.1603)	\$ 0.1603	\$ 0.0342	\$ 1.27	\$ 1.18	\$ 0.09

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

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1603	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 7.5787	\$ (0.9852)	\$ 0.6412	\$ 0.2008	\$ 7.59	\$ 6.54	\$ 1.05
	1/2 GALLON	\$ 3.8711	\$ (0.5032)	\$ 0.3206	\$ 0.1024	\$ 3.88	\$ 3.36	\$ 0.52
	QUART	\$ 2.1156	\$ (0.2750)	\$ 0.1603	\$ 0.0555	\$ 2.13	\$ 1.87	\$ 0.26
	PINT	\$ 1.1128	\$ (0.1447)	\$ 0.0802	\$ 0.0291	\$ 1.12	\$ 0.97	\$ 0.15
	12 OUNCE	\$ 0.7619	\$ (0.0990)	\$ 0.0601	\$ 0.0201	\$ 0.77	\$ 0.67	\$ 0.10
	10 OUNCE	\$ 0.6413	\$ (0.0834)	\$ 0.0501	\$ 0.0169	\$ 0.65	\$ 0.57	\$ 0.08
	1/2 PINT	\$ 0.5194	\$ (0.0675)	\$ 0.0401	\$ 0.0137	\$ 0.53	\$ 0.46	\$ 0.07
	4 OUNCE	\$ 0.3014	\$ (0.0392)	\$ 0.0200	\$ 0.0078	\$ 0.31	\$ 0.27	\$ 0.04
	Bulk per Quart	\$ 2.0259	\$ (0.2634)	\$ 0.1603	\$ 0.0534	\$ 2.04	\$ 1.71	\$ 0.33