

**Pennsylvania Milk Marketing Board**  
**SALES INTO PMMB AREA 3 BY TYPE OF MILK**  
**Year 2022 Data**

Item (1)	All Dealers Selling into Area (%)	Area 3 CRH Cross-section Dealers (2) Selling into Area (%)
Standard Milk	36.32	41.50
Reduced Fat 2%	24.38	22.27
Lowfat Milk 1%	10.30	12.23
Nonfat Milk	6.43	6.29
Flavored Reduced Fat	5.71	6.51
<b>TOTALS</b>	<b>83.15</b>	<b>88.80</b>

## Footnotes:

1.) Top 5 selling controlled milk products for Area 3 based on Year 2022 sales.

2.) Area 3 CRH Cross-Section Dealers:

- Clover Farms Dairy Company
- Dan Ed Corp. (dba Guers Dairy)
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Monroe County Milk Producers Coop Assoc. (dba Pocono Mountain Dairies)
- Valley Farms Dairy, LLC

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

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

<b>Cost Center</b>	<b>Weighted Costs</b>	<b>Weighted Points</b>	<b>Cost per Point</b>
<b>Receiving, Lab &amp; Field Work</b>	\$ 1,822,566	73,355,601	\$ 0.0248
<b>Standardization &amp; Pasteurization</b>	\$ 2,696,973	80,903,452	\$ 0.0333
<b>Bottling</b>	\$ 4,109,911	86,503,943	\$ 0.0475
<b>Cold Room</b>	\$ 5,164,336	94,395,906	\$ 0.0547
<b>Delivery</b>	\$ 12,652,081	88,746,574	\$ 0.1426
<b>Selling</b>	\$ 2,275,684	94,426,960	\$ 0.0241

**Total Cost per Point** **\$ 0.3270**

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

**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	\$ 613,096	3,912,299	\$ 0.1567			
		Purchased	\$ 1,384,203	4,272,913	\$ 0.3239			
			\$ 1,997,299	8,185,212	\$ 0.2440	\$ 0.2406	1.60%	\$ 0.2444
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 2,253,042	11,585,578	\$ 0.1945			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,253,042	11,585,578	\$ 0.1945	\$ 0.1725	1.22%	\$ 0.1746
QUART	Plastic	Purchased	\$ 532,948	2,855,892	\$ 0.1866			
	Paper	Purchased	\$ 3,640	32,741	\$ 0.1112			
	Combined		\$ 536,588	2,888,633	\$ 0.1858	\$ 0.1961	1.57%	\$ 0.1992
PINT	Plastic	Purchased	\$ 204,657	1,487,826	\$ 0.1376			
	Paper	Purchased	\$ 34,936	491,646	\$ 0.0711			
	Combined		\$ 239,593	1,979,472	\$ 0.1210	\$ 0.1219	1.62%	\$ 0.1239
12 Ounce <sup>(1)</sup>		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce <sup>(1)</sup>		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic	Purchased	\$ 780	8,208	\$ 0.0950	\$ 0.1188	0.92%	\$ 0.1199
	Paper	Purchased	\$ 1,123,890	36,627,454	\$ 0.0307	\$ 0.0390	0.85%	\$ 0.0393
4 Ounce	Paper	Purchased	\$ 25,415	693,105	\$ 0.0367	\$ 0.0367	1.53%	\$ 0.0373
Bulk Per Quart		Purchased	\$ 50,329	584,604	\$ 0.0861	\$ 0.0861	1.30%	\$ 0.0872

Footnote:

1. None of the Area 3 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 3**

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

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 826	61,411,685	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 2,805	32,886,121	\$ <b>0.0001</b>
<b>Low Fat (1%) Milk</b>	\$ 1,714	18,343,781	\$ <b>0.0001</b>
<b>Non Fat (Skim) Milk</b>	\$ 2,228	9,406,992	\$ <b>0.0002</b>
<b>Flavored Milk</b>	\$ 176,565	3,790,768	\$ <b>0.0466</b>
<b>Flavored Reduced Fat Milk</b>	\$ 376,553	8,662,226	\$ <b>0.0435</b>
<b>Flavored NONFAT Milk</b>	\$ 263,106	7,327,155	\$ <b>0.0359</b>
<b>Buttermilk</b>	\$ 1,396	119,382	\$ <b>0.0117</b>
<b>Egg Nog</b>	\$ 179,009	497,376	\$ <b>0.3599</b>

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

**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	<b>Shrinkage</b>	20,554,922	631,980	n/a	\$ 4,426,744	n/a	\$ 4,426,744 \$ 443,274
2	<b>Bulk MILK - diverted</b>	5,499,788	227,799	\$ 1,540,744	\$ 1,512,888	n/a	\$ (27,856) \$ (24,133)
3	<b>Bulk MILK - transferred</b>	22,461,719	761,654	\$ 5,573,794	\$ 4,994,788	\$ 838,862	\$ 259,856 \$ 148,891
4	<b>Bulk MILK - TOTAL (Rows 2 + 3)</b>	27,961,507	989,453	\$ 7,114,538	\$ 6,507,676	\$ 838,862	\$ 232,000 \$ 124,758
5	<b>Bulk CREAM - transferred</b>	27,066,284	11,581,110	\$ 41,441,727	\$ 38,670,266	\$ 870,723	\$ (1,900,738) \$ (165,795)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	<b>Shrinkage (Row 1)</b>	\$ 443,274	
7	<b>Bulk MILK (Profit)/Loss (Row 4)</b>	\$ 124,758	
8	<b>Bulk CREAM (Profit)/Loss (Row 5)</b>	\$ (165,795)	
9	<b>Total</b>	\$ 402,237	148,535,935 <b>\$ 0.0027</b>

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

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

	<b>Class I</b>
Skim Rate	\$ 13.79
Butterfat Rate	\$ 3.0944

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
<b>Standard (Whole) Milk</b>	61,411,685	2,009,583	3.2723%	59,402,102	\$ 6,218,454	\$ 8,191,550	\$ 14,410,004	\$ 0.2346	\$ -	\$ 0.0027	\$ <b>0.2373</b>
<b>Reduced Fat (2%) Milk</b>	32,886,121	630,140	1.9161%	32,255,981	\$ 1,949,905	\$ 4,448,100	\$ 6,398,005	\$ 0.1946	\$ 0.0001	\$ 0.0027	\$ <b>0.1974</b>
<b>Low Fat (1%) Milk</b>	18,343,781	167,589	0.9136%	18,176,192	\$ 518,587	\$ 2,506,497	\$ 3,025,084	\$ 0.1649	\$ 0.0001	\$ 0.0027	\$ <b>0.1677</b>
<b>Non Fat (Skim) Milk</b>	9,406,992	8,102	0.0861%	9,398,890	\$ 25,071	\$ 1,296,107	\$ 1,321,178	\$ 0.1404	\$ 0.0002	\$ 0.0027	\$ <b>0.1433</b>
<b>Flavored Milk</b>	3,790,768	125,560	3.3123%	3,665,208	\$ 388,533	\$ 505,432	\$ 893,965	\$ 0.2358	\$ 0.0466	\$ 0.0027	\$ <b>0.2851</b>
<b>Flavored Reduced Fat Milk</b>	8,662,226	111,073	1.2823%	8,551,153	\$ 343,704	\$ 1,179,204	\$ 1,522,908	\$ 0.1758	\$ 0.0435	\$ 0.0027	\$ <b>0.2220</b>
<b>Flavored NONFAT Milk</b>	7,327,155	10,854	0.1481%	7,316,301	\$ 33,587	\$ 1,008,918	\$ 1,042,505	\$ 0.1423	\$ 0.0359	\$ 0.0027	\$ <b>0.1809</b>
<b>Buttermilk</b>	119,382	2,287	1.9157%	117,095	\$ 7,077	\$ 16,147	\$ 23,224	\$ 0.1945	\$ 0.0117	\$ 0.0027	\$ <b>0.2089</b>
<b>Egg Nog</b>	497,376	33,964	6.8286%	463,412	\$ 105,098	\$ 63,905	\$ 169,003	\$ 0.3398	\$ 0.3599	\$ 0.0027	\$ <b>0.7024</b>

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

**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 <sup>ST</sup> HALF COSTS		1 <sup>ST</sup> HALF POINTS <sup>(1)</sup>		1 <sup>ST</sup> HALF COST per POINT		INCREASE (DECREASE)
2023	2022	2023	2022	2023	2022	

<b>WEIGHTED LABOR COSTS</b>	\$ 7,994,983	\$ 7,561,501	45,715,760	48,612,946	\$ 0.1749	\$ 0.1555	\$ 0.0194
<b>WEIGHTED UTILITY COSTS</b>	\$ 539,805	\$ 533,169	45,715,760	48,612,946	\$ 0.0118	\$ 0.0110	\$ 0.0008
<b>WEIGHTED INSURANCE COSTS</b>	\$ 502,088	\$ 507,616	45,715,760	48,612,946	\$ 0.0110	\$ 0.0104	\$ 0.0006

**COST UPDATE ADJUSTMENT per BOTTLING POINT    \$ 0.0208**

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 3

### Diesel Fuel Costs Adjustment

#### Update of Diesel Fuel Costs from YEAR 2022 to AUGUST 2023

1. Weighted Diesel Fuel Costs - YEAR 2022	\$	1,723,127
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>1,453,426</u>
6. Change in Diesel Fuel Costs from YEAR 2022 to AUGUST 2023 (Line 5 - Line 1)	\$	(269,701)
7. Weighted Delivery Points - YEAR 2022		<u>88,746,574</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b>\$</b>	<b><u>(0.0030)</u></b>

## 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](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 2022 to JUNE 2023

1. Weighted Heating Fuel Costs - YEAR 2022	\$	350,835
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>\$</u>	<u>263,968</u>
6. Change in Heating Fuel Costs from YEAR 2022 to JUNE 2023 (Line 5 - Line 1)	\$	(86,867)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2022		<u>80,903,452</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u>\$</u></b>	<b><u>(0.0011)</u></b>

## 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](https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm)

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**  
**YEAR 2022 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 3 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	8,185,212	\$ (0.08645)	\$ (0.00742)	\$ <b>(0.0939)</b>	\$ (768,591)
1/2 GALLON	11,585,578	\$ 0.00708	\$ (0.03662)	\$ <b>(0.0295)</b>	\$ (341,775)
QUART	2,888,633	\$ 0.06000	\$ (0.00196)	\$ <b>0.0580</b>	\$ 167,541
PINT	1,979,472	\$ 0.01236	\$ 0.02420	\$ <b>0.0366</b>	\$ 72,449
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	36,635,662	\$ 0.00911	\$ 0.01181	\$ <b>0.0209</b>	\$ 765,685
4 OUNCE	693,105	\$ 0.02265	\$ 0.01698	\$ <b>0.0396</b>	\$ 27,447
Bulk per Quart	584,604	\$ 0.13390	\$ (0.00261)	\$ <b>0.1313</b>	\$ 76,759
					\$ <u>(485)</u>

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

**WHOLESALE PRICE BUILDUP  
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	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	\$ 2.0408	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.5505	\$ 0.1250	\$ 3.6755	\$ (0.4992)	\$ 0.9448	\$ 4.1211	\$ 4.0120	\$ 0.1091
	1/2 GALLON	\$ 1.0204	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.8451	\$ 0.0649	\$ 1.9100	\$ (0.2496)	\$ 0.4724	\$ 2.1328	\$ 2.0827	\$ 0.0501
	QUART	<b>\$ 0.5102</b>	<b>\$ 0.1992</b>	<b>\$ 0.0128</b>	<b>\$ 0.0580</b>	<b>\$ 0.3270</b>	<b>\$ 1.1072</b>	<b>\$ 0.0390</b>	<b>\$ 1.1462</b>	<b>\$ (0.1248)</b>	<b>\$ 0.2362</b>	<b>\$ 1.2576</b>	<b>\$ 1.2302</b>	<b>\$ 0.0274</b>
	PINT	\$ 0.2551	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5855	\$ 0.0206	\$ 0.6061	\$ (0.0624)	\$ 0.1181	\$ 0.6618	\$ 0.6685	\$ (0.0067)
	12 OUNCE	\$ 0.1913	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3817	\$ 0.0134	\$ 0.3951	\$ (0.0468)	\$ 0.0886	\$ 0.4369	\$ 0.4270	\$ 0.0099
	10 OUNCE	\$ 0.1594	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.3243	\$ 0.0114	\$ 0.3357	\$ (0.0390)	\$ 0.0738	\$ 0.3705	\$ 0.3621	\$ 0.0084
	1/2 PINT	\$ 0.1275	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2727	\$ 0.0096	\$ 0.2823	\$ (0.0312)	\$ 0.0591	\$ 0.3102	\$ 0.3015	\$ 0.0087
	4 OUNCE	\$ 0.0638	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1832	\$ 0.0064	\$ 0.1896	\$ (0.0156)	\$ 0.0295	\$ 0.2035	\$ 0.1898	\$ 0.0137
	Bulk per Quart	\$ 0.5102	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 1.0685	\$ 0.0376	\$ 1.1061	\$ (0.1248)	\$ 0.2362	\$ 1.2175	\$ 1.1329	\$ 0.0846
REDUCED FAT (2%) MILK	GALLON	\$ 1.7016	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.2113	\$ 0.1130	\$ 3.3243	\$ (0.4992)	\$ 0.9448	\$ 3.7699	\$ 3.6680	\$ 0.1019
	1/2 GALLON	\$ 0.8508	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.6755	\$ 0.0590	\$ 1.7345	\$ (0.2496)	\$ 0.4724	\$ 1.9573	\$ 1.9108	\$ 0.0465
	QUART	\$ 0.4254	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.0224	\$ 0.0360	\$ 1.0584	\$ (0.1248)	\$ 0.2362	\$ 1.1698	\$ 1.1442	\$ 0.0256
	PINT	\$ 0.2127	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5431	\$ 0.0191	\$ 0.5622	\$ (0.0624)	\$ 0.1181	\$ 0.6179	\$ 0.6256	\$ (0.0077)
	12 OUNCE	\$ 0.1595	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3499	\$ 0.0123	\$ 0.3622	\$ (0.0468)	\$ 0.0886	\$ 0.4040	\$ 0.3947	\$ 0.0093
	10 OUNCE	\$ 0.1329	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.2978	\$ 0.0105	\$ 0.3083	\$ (0.0390)	\$ 0.0738	\$ 0.3431	\$ 0.3353	\$ 0.0078
	1/2 PINT	\$ 0.1063	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2515	\$ 0.0089	\$ 0.2604	\$ (0.0312)	\$ 0.0591	\$ 0.2883	\$ 0.2800	\$ 0.0083
	4 OUNCE	\$ 0.0532	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1726	\$ 0.0061	\$ 0.1787	\$ (0.0156)	\$ 0.0295	\$ 0.1926	\$ 0.1790	\$ 0.0136
	Bulk per Quart	\$ 0.4254	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 0.9837	\$ 0.0346	\$ 1.0183	\$ (0.1248)	\$ 0.2362	\$ 1.1297	\$ 1.0469	\$ 0.0828
LOW FAT (1%) MILK	GALLON	\$ 1.4456	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 2.9553	\$ 0.1040	\$ 3.0593	\$ (0.4992)	\$ 0.9448	\$ 3.5049	\$ 3.4012	\$ 0.1037
	1/2 GALLON	\$ 0.7228	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.5475	\$ 0.0545	\$ 1.6020	\$ (0.2496)	\$ 0.4724	\$ 1.8248	\$ 1.7774	\$ 0.0474
	QUART	\$ 0.3614	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 0.9584	\$ 0.0337	\$ 0.9921	\$ (0.1248)	\$ 0.2362	\$ 1.1035	\$ 1.0774	\$ 0.0261
	PINT	\$ 0.1807	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5111	\$ 0.0180	\$ 0.5291	\$ (0.0624)	\$ 0.1181	\$ 0.5848	\$ 0.5922	\$ (0.0074)
	12 OUNCE	\$ 0.1355	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3259	\$ 0.0115	\$ 0.3374	\$ (0.0468)	\$ 0.0886	\$ 0.3792	\$ 0.3698	\$ 0.0094
	10 OUNCE	\$ 0.1129	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.2778	\$ 0.0098	\$ 0.2876	\$ (0.0390)	\$ 0.0738	\$ 0.3224	\$ 0.3144	\$ 0.0080
	1/2 PINT	\$ 0.0903	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2355	\$ 0.0083	\$ 0.2438	\$ (0.0312)	\$ 0.0591	\$ 0.2717	\$ 0.2633	\$ 0.0084
	4 OUNCE	\$ 0.0452	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1646	\$ 0.0058	\$ 0.1704	\$ (0.0156)	\$ 0.0295	\$ 0.1843	\$ 0.1707	\$ 0.0136
	Bulk per Quart	\$ 0.3614	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 0.9197	\$ 0.0324	\$ 0.9521	\$ (0.1248)	\$ 0.2362	\$ 1.0635	\$ 0.9801	\$ 0.0834
NON FAT (SKIM) MILK	GALLON	\$ 1.2367	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 2.7464	\$ 0.0967	\$ 2.8431	\$ (0.4992)	\$ 0.9448	\$ 3.2887	\$ 3.1813	\$ 0.1074
	1/2 GALLON	\$ 0.6183	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.4430	\$ 0.0508	\$ 1.4938	\$ (0.2496)	\$ 0.4724	\$ 1.7166	\$ 1.6674	\$ 0.0492
	QUART	\$ 0.3092	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 0.9062	\$ 0.0319	\$ 0.9381	\$ (0.1248)	\$ 0.2362	\$ 1.0495	\$ 1.0226	\$ 0.0269
	PINT	\$ 0.1546	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.4850	\$ 0.0171	\$ 0.5021	\$ (0.0624)	\$ 0.1181	\$ 0.5578	\$ 0.5647	\$ (0.0069)
	12 OUNCE	\$ 0.1159	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3063	\$ 0.0108	\$ 0.3171	\$ (0.0468)	\$ 0.0886	\$ 0.3589	\$ 0.3491	\$ 0.0098
	10 OUNCE	\$ 0.0966	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.2615	\$ 0.0092	\$ 0.2707	\$ (0.0390)	\$ 0.0738	\$ 0.3055	\$ 0.2972	\$ 0.0083
	1/2 PINT	\$ 0.0773	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2225	\$ 0.0078	\$ 0.2303	\$ (0.0312)	\$ 0.0591	\$ 0.2582	\$ 0.2495	\$ 0.0087
	4 OUNCE	\$ 0.0386	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1580	\$ 0.0056	\$ 0.1636	\$ (0.0156)	\$ 0.0295	\$ 0.1775	\$ 0.1639	\$ 0.0136
	Bulk per Quart	\$ 0.3092	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 0.8675	\$ 0.0305	\$ 0.8980	\$ (0.1248)	\$ 0.2362	\$ 1.0094	\$ 0.9253	\$ 0.0841

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0039 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP  
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	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)	
<b>FLAVORED MILK</b>	GALLON	\$ 2.2808	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.7905	\$ 0.1334	\$ 3.9239	\$ (0.4992)	\$ 0.9448	\$ 4.3695	\$ 4.3364	\$ 0.0331
	1/2 GALLON	\$ 1.1404	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.9651	\$ 0.0692	\$ 2.0343	\$ (0.2496)	\$ 0.4724	\$ 2.2571	\$ 2.2450	\$ 0.0121
	QUART	\$ 0.5702	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.1672	\$ 0.0411	\$ 1.2083	\$ (0.1248)	\$ 0.2362	\$ 1.3197	\$ 1.3113	\$ 0.0084
	PINT	\$ 0.2851	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.6155	\$ 0.0217	\$ 0.6372	\$ (0.0624)	\$ 0.1181	\$ 0.6929	\$ 0.7091	\$ (0.0162)
	12 OUNCE	\$ 0.2138	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.4042	\$ 0.0142	\$ 0.4184	\$ (0.0468)	\$ 0.0886	\$ 0.4602	\$ 0.4574	\$ 0.0028
	10 OUNCE	\$ 0.1782	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.3431	\$ 0.0121	\$ 0.3552	\$ (0.0390)	\$ 0.0738	\$ 0.3900	\$ 0.3875	\$ 0.0025
	1/2 PINT	\$ 0.1426	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2878	\$ 0.0101	\$ 0.2979	\$ (0.0312)	\$ 0.0591	\$ 0.3258	\$ 0.3218	\$ 0.0040
	4 OUNCE	\$ 0.0713	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1907	\$ 0.0067	\$ 0.1974	\$ (0.0156)	\$ 0.0295	\$ 0.2113	\$ 0.1999	\$ 0.0114
	Bulk per Quart	\$ 0.5702	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 1.1285	\$ 0.0397	\$ 1.1682	\$ (0.1248)	\$ 0.2362	\$ 1.2796	\$ 1.2140	\$ 0.0656
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 1.7760	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.2857	\$ 0.1156	\$ 3.4013	\$ (0.4992)	\$ 0.9448	\$ 3.8469	\$ 3.7095	\$ 0.1374
	1/2 GALLON	\$ 0.8880	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.7127	\$ 0.0603	\$ 1.7730	\$ (0.2496)	\$ 0.4724	\$ 1.9958	\$ 1.9315	\$ 0.0643
	QUART	\$ 0.4440	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.0410	\$ 0.0366	\$ 1.0776	\$ (0.1248)	\$ 0.2362	\$ 1.1890	\$ 1.1546	\$ 0.0344
	PINT	\$ 0.2220	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5524	\$ 0.0194	\$ 0.5718	\$ (0.0624)	\$ 0.1181	\$ 0.6275	\$ 0.6308	\$ (0.0033)
	12 OUNCE	\$ 0.1665	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3569	\$ 0.0126	\$ 0.3695	\$ (0.0468)	\$ 0.0886	\$ 0.4113	\$ 0.3986	\$ 0.0127
	10 OUNCE	\$ 0.1388	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.3037	\$ 0.0107	\$ 0.3144	\$ (0.0390)	\$ 0.0738	\$ 0.3492	\$ 0.3385	\$ 0.0107
	1/2 PINT	\$ 0.1110	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2562	\$ 0.0090	\$ 0.2652	\$ (0.0312)	\$ 0.0591	\$ 0.2931	\$ 0.2826	\$ 0.0105
	4 OUNCE	\$ 0.0555	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1749	\$ 0.0062	\$ 0.1811	\$ (0.0156)	\$ 0.0295	\$ 0.1950	\$ 0.1804	\$ 0.0146
	Bulk per Quart	\$ 0.4440	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 1.0023	\$ 0.0353	\$ 1.0376	\$ (0.1248)	\$ 0.2362	\$ 1.1490	\$ 1.0573	\$ 0.0917
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 1.4472	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 2.9569	\$ 0.1041	\$ 3.0610	\$ (0.4992)	\$ 0.9448	\$ 3.5066	\$ 3.4196	\$ 0.0870
	1/2 GALLON	\$ 0.7236	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.5483	\$ 0.0545	\$ 1.6028	\$ (0.2496)	\$ 0.4724	\$ 1.8256	\$ 1.7866	\$ 0.0390
	QUART	\$ 0.3618	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 0.9588	\$ 0.0337	\$ 0.9925	\$ (0.1248)	\$ 0.2362	\$ 1.1039	\$ 1.0821	\$ 0.0218
	PINT	\$ 0.1809	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5113	\$ 0.0180	\$ 0.5293	\$ (0.0624)	\$ 0.1181	\$ 0.5850	\$ 0.5945	\$ (0.0095)
	12 OUNCE	\$ 0.1357	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3261	\$ 0.0115	\$ 0.3376	\$ (0.0468)	\$ 0.0886	\$ 0.3794	\$ 0.3715	\$ 0.0079
	10 OUNCE	\$ 0.1131	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.2780	\$ 0.0098	\$ 0.2878	\$ (0.0390)	\$ 0.0738	\$ 0.3226	\$ 0.3159	\$ 0.0067
	1/2 PINT	\$ 0.0905	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2357	\$ 0.0083	\$ 0.2440	\$ (0.0312)	\$ 0.0591	\$ 0.2719	\$ 0.2644	\$ 0.0075
	4 OUNCE	\$ 0.0452	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1646	\$ 0.0058	\$ 0.1704	\$ (0.0156)	\$ 0.0295	\$ 0.1843	\$ 0.1714	\$ 0.0129
	Bulk per Quart	\$ 0.3618	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 0.9201	\$ 0.0324	\$ 0.9525	\$ (0.1248)	\$ 0.2362	\$ 1.0639	\$ 0.9848	\$ 0.0791
<b>BUTTERMILK</b>	GALLON	\$ 1.8007	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.3104	\$ 0.1165	\$ 3.4269	\$ (0.4992)	\$ 0.9448	\$ 3.8725	\$ 4.2577	\$ (0.3852)
	1/2 GALLON	\$ 0.9004	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.7251	\$ 0.0607	\$ 1.7858	\$ (0.2496)	\$ 0.4724	\$ 2.0086	\$ 2.2056	\$ (0.1970)
	QUART	\$ 0.4502	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.0472	\$ 0.0369	\$ 1.0841	\$ (0.1248)	\$ 0.2362	\$ 1.1955	\$ 1.2916	\$ (0.0961)
	PINT	\$ 0.2251	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5555	\$ 0.0196	\$ 0.5751	\$ (0.0624)	\$ 0.1181	\$ 0.6308	\$ 0.6993	\$ (0.0685)
	12 OUNCE	\$ 0.1688	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3592	\$ 0.0126	\$ 0.3718	\$ (0.0468)	\$ 0.0886	\$ 0.4136	\$ 0.4501	\$ (0.0365)
	10 OUNCE	\$ 0.1407	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.3056	\$ 0.0108	\$ 0.3164	\$ (0.0390)	\$ 0.0738	\$ 0.3512	\$ 0.3814	\$ (0.0302)
	1/2 PINT	\$ 0.1125	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2577	\$ 0.0091	\$ 0.2668	\$ (0.0312)	\$ 0.0591	\$ 0.2947	\$ 0.3168	\$ (0.0221)
	4 OUNCE	\$ 0.0563	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1757	\$ 0.0062	\$ 0.1819	\$ (0.0156)	\$ 0.0295	\$ 0.1958	\$ 0.1975	\$ (0.0017)
	Bulk per Quart	\$ 0.4502	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 1.0085	\$ 0.0355	\$ 1.0440	\$ (0.1248)	\$ 0.2362	\$ 1.1554	\$ 1.1943	\$ (0.0389)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0039 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP  
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	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	\$ 5.6192	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 7.1289	\$ 0.2509	\$ 7.3798	\$ (0.4992)	\$ 0.9448	\$ 7.8254	\$ 7.5314	\$ 0.2940
	1/2 GALLON	\$ 2.8096	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 3.6343	\$ 0.1279	\$ 3.7622	\$ (0.2496)	\$ 0.4724	\$ 3.9850	\$ 3.8425	\$ 0.1425
	QUART	\$ 1.4048	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 2.0018	\$ 0.0705	\$ 2.0723	\$ (0.1248)	\$ 0.2362	\$ 2.1837	\$ 2.1101	\$ 0.0736
	PINT	\$ 0.7024	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 1.0328	\$ 0.0364	\$ 1.0692	\$ (0.0624)	\$ 0.1181	\$ 1.1249	\$ 1.1085	\$ 0.0164
	12 OUNCE	\$ 0.5268	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.7172	\$ 0.0252	\$ 0.7424	\$ (0.0468)	\$ 0.0886	\$ 0.7842	\$ 0.7569	\$ 0.0273
	10 OUNCE	\$ 0.4390	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.6039	\$ 0.0213	\$ 0.6252	\$ (0.0390)	\$ 0.0738	\$ 0.6600	\$ 0.6371	\$ 0.0229
	1/2 PINT	\$ 0.3512	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.4964	\$ 0.0175	\$ 0.5139	\$ (0.0312)	\$ 0.0591	\$ 0.5418	\$ 0.5215	\$ 0.0203
	4 OUNCE	\$ 0.1756	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.2950	\$ 0.0104	\$ 0.3054	\$ (0.0156)	\$ 0.0295	\$ 0.3193	\$ 0.2998	\$ 0.0195
	Bulk per Quart	\$ 1.4048	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 1.9631	\$ 0.0691	\$ 2.0322	\$ (0.1248)	\$ 0.2362	\$ 2.1436	\$ 2.0127	\$ 0.1309

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0039 per quart equivalent.

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

**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 13.00%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.1211	\$ (0.5357)	\$ 0.5796	\$ 0.1156	\$ 4.28	\$ 4.10	\$ 0.18
	1/2 GALLON	\$ 2.1328	\$ (0.2773)	\$ 0.3553	\$ 0.0613	\$ 2.27	\$ 2.18	\$ 0.09
	QUART	<b>\$ 1.2576</b>	<b>\$ (0.1635)</b>	<b>\$ 0.2549</b>	<b>\$ 0.0374</b>	<b>\$ 1.39</b>	<b>\$ 1.34</b>	<b>\$ 0.05</b>
	PINT	\$ 0.6618	\$ (0.0860)	\$ 0.2513	\$ 0.0230	\$ 0.85	\$ 0.84	\$ 0.01
	12 OUNCE	\$ 0.4369	\$ (0.0568)	\$ 0.1885	\$ 0.0158	\$ 0.58	\$ 0.57	\$ 0.01
	10 OUNCE	\$ 0.3705	\$ (0.0482)	\$ 0.1571	\$ 0.0133	\$ 0.49	\$ 0.48	\$ 0.01
	1/2 PINT	\$ 0.3102	\$ (0.0403)	\$ 0.1339	\$ 0.0112	\$ 0.42	\$ 0.40	\$ 0.02
	4 OUNCE	\$ 0.2035	\$ (0.0265)	\$ 0.0670	\$ 0.0068	\$ 0.25	\$ 0.23	\$ 0.02
	Bulk per Quart	\$ 1.2175	\$ (0.1583)	\$ 0.2549	\$ 0.0365	\$ 1.35	\$ 1.25	\$ 0.10
	REDUCED FAT (2%) MILK	GALLON	\$ 3.7699	\$ (0.4901)	\$ 0.5796	\$ 0.1071	\$ 3.97	\$ 3.80
1/2 GALLON		\$ 1.9573	\$ (0.2544)	\$ 0.3553	\$ 0.0571	\$ 2.12	\$ 2.03	\$ 0.09
QUART		\$ 1.1698	\$ (0.1521)	\$ 0.2549	\$ 0.0353	\$ 1.31	\$ 1.26	\$ 0.05
PINT		\$ 0.6179	\$ (0.0803)	\$ 0.2513	\$ 0.0219	\$ 0.81	\$ 0.80	\$ 0.01
12 OUNCE		\$ 0.4040	\$ (0.0525)	\$ 0.1885	\$ 0.0150	\$ 0.56	\$ 0.54	\$ 0.02
10 OUNCE		\$ 0.3431	\$ (0.0446)	\$ 0.1571	\$ 0.0126	\$ 0.47	\$ 0.45	\$ 0.02
1/2 PINT		\$ 0.2883	\$ (0.0375)	\$ 0.1339	\$ 0.0107	\$ 0.40	\$ 0.38	\$ 0.02
4 OUNCE		\$ 0.1926	\$ (0.0250)	\$ 0.0670	\$ 0.0065	\$ 0.24	\$ 0.23	\$ 0.01
Bulk per Quart		\$ 1.1297	\$ (0.1469)	\$ 0.2549	\$ 0.0343	\$ 1.27	\$ 1.18	\$ 0.09
LOW FAT (1%) MILK		GALLON	\$ 3.5049	\$ (0.4556)	\$ 0.5796	\$ 0.1007	\$ 3.73	\$ 3.57
	1/2 GALLON	\$ 1.8248	\$ (0.2372)	\$ 0.3553	\$ 0.0539	\$ 2.00	\$ 1.92	\$ 0.08
	QUART	\$ 1.1035	\$ (0.1435)	\$ 0.2549	\$ 0.0337	\$ 1.25	\$ 1.20	\$ 0.05
	PINT	\$ 0.5848	\$ (0.0760)	\$ 0.2513	\$ 0.0211	\$ 0.78	\$ 0.78	\$ -
	12 OUNCE	\$ 0.3792	\$ (0.0493)	\$ 0.1885	\$ 0.0144	\$ 0.53	\$ 0.52	\$ 0.01
	10 OUNCE	\$ 0.3224	\$ (0.0419)	\$ 0.1571	\$ 0.0121	\$ 0.45	\$ 0.44	\$ 0.01
	1/2 PINT	\$ 0.2717	\$ (0.0353)	\$ 0.1339	\$ 0.0103	\$ 0.38	\$ 0.37	\$ 0.01
	4 OUNCE	\$ 0.1843	\$ (0.0240)	\$ 0.0670	\$ 0.0063	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.0635	\$ (0.1383)	\$ 0.2549	\$ 0.0327	\$ 1.21	\$ 1.12	\$ 0.09
	NON FAT (SKIM) MILK	GALLON	\$ 3.2887	\$ (0.4275)	\$ 0.5796	\$ 0.0955	\$ 3.54	\$ 3.37
1/2 GALLON		\$ 1.7166	\$ (0.2232)	\$ 0.3553	\$ 0.0513	\$ 1.90	\$ 1.82	\$ 0.08
QUART		\$ 1.0495	\$ (0.1364)	\$ 0.2549	\$ 0.0324	\$ 1.20	\$ 1.16	\$ 0.04
PINT		\$ 0.5578	\$ (0.0725)	\$ 0.2513	\$ 0.0204	\$ 0.76	\$ 0.75	\$ 0.01
12 OUNCE		\$ 0.3589	\$ (0.0467)	\$ 0.1885	\$ 0.0139	\$ 0.51	\$ 0.50	\$ 0.01
10 OUNCE		\$ 0.3055	\$ (0.0397)	\$ 0.1571	\$ 0.0117	\$ 0.43	\$ 0.42	\$ 0.01
1/2 PINT		\$ 0.2582	\$ (0.0336)	\$ 0.1339	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
4 OUNCE		\$ 0.1775	\$ (0.0231)	\$ 0.0670	\$ 0.0061	\$ 0.23	\$ 0.21	\$ 0.02
Bulk per Quart		\$ 1.0094	\$ (0.1312)	\$ 0.2549	\$ 0.0314	\$ 1.16	\$ 1.07	\$ 0.09

**PENNSYLVANIA MILK MARKETING BOARD**

**MILK MARKETING AREA 3**

**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 13.00%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3695	\$ (0.5680)	\$ 0.5796	\$ 0.1216	\$ 4.50	\$ 4.38	\$ 0.12
	1/2 GALLON	\$ 2.2571	\$ (0.2934)	\$ 0.3553	\$ 0.0644	\$ 2.38	\$ 2.33	\$ 0.05
	QUART	\$ 1.3197	\$ (0.1716)	\$ 0.2549	\$ 0.0389	\$ 1.44	\$ 1.41	\$ 0.03
	PINT	\$ 0.6929	\$ (0.0901)	\$ 0.2513	\$ 0.0237	\$ 0.88	\$ 0.88	\$ -
	12 OUNCE	\$ 0.4602	\$ (0.0598)	\$ 0.1885	\$ 0.0163	\$ 0.61	\$ 0.59	\$ 0.02
	10 OUNCE	\$ 0.3900	\$ (0.0507)	\$ 0.1571	\$ 0.0138	\$ 0.51	\$ 0.50	\$ 0.01
	1/2 PINT	\$ 0.3258	\$ (0.0424)	\$ 0.1339	\$ 0.0116	\$ 0.43	\$ 0.42	\$ 0.01
	4 OUNCE	\$ 0.2113	\$ (0.0275)	\$ 0.0670	\$ 0.0070	\$ 0.26	\$ 0.24	\$ 0.02
	Bulk per Quart	\$ 1.2796	\$ (0.1663)	\$ 0.2549	\$ 0.0380	\$ 1.41	\$ 1.32	\$ 0.09
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8469	\$ (0.5001)	\$ 0.5796	\$ 0.1090	\$ 4.04	\$ 3.84	\$ 0.20
	1/2 GALLON	\$ 1.9958	\$ (0.2595)	\$ 0.3553	\$ 0.0580	\$ 2.15	\$ 2.05	\$ 0.10
	QUART	\$ 1.1890	\$ (0.1546)	\$ 0.2549	\$ 0.0358	\$ 1.33	\$ 1.27	\$ 0.06
	PINT	\$ 0.6275	\$ (0.0816)	\$ 0.2513	\$ 0.0221	\$ 0.82	\$ 0.81	\$ 0.01
	12 OUNCE	\$ 0.4113	\$ (0.0535)	\$ 0.1885	\$ 0.0152	\$ 0.56	\$ 0.54	\$ 0.02
	10 OUNCE	\$ 0.3492	\$ (0.0454)	\$ 0.1571	\$ 0.0128	\$ 0.47	\$ 0.46	\$ 0.01
	1/2 PINT	\$ 0.2931	\$ (0.0381)	\$ 0.1339	\$ 0.0108	\$ 0.40	\$ 0.38	\$ 0.02
	4 OUNCE	\$ 0.1950	\$ (0.0254)	\$ 0.0670	\$ 0.0066	\$ 0.24	\$ 0.23	\$ 0.01
	Bulk per Quart	\$ 1.1490	\$ (0.1494)	\$ 0.2549	\$ 0.0348	\$ 1.29	\$ 1.19	\$ 0.10
FLAVORED NONFAT MILK	GALLON	\$ 3.5066	\$ (0.4559)	\$ 0.5796	\$ 0.1007	\$ 3.73	\$ 3.58	\$ 0.15
	1/2 GALLON	\$ 1.8256	\$ (0.2373)	\$ 0.3553	\$ 0.0539	\$ 2.00	\$ 1.93	\$ 0.07
	QUART	\$ 1.1039	\$ (0.1435)	\$ 0.2549	\$ 0.0337	\$ 1.25	\$ 1.21	\$ 0.04
	PINT	\$ 0.5850	\$ (0.0761)	\$ 0.2513	\$ 0.0211	\$ 0.78	\$ 0.78	\$ -
	12 OUNCE	\$ 0.3794	\$ (0.0493)	\$ 0.1885	\$ 0.0144	\$ 0.53	\$ 0.52	\$ 0.01
	10 OUNCE	\$ 0.3226	\$ (0.0419)	\$ 0.1571	\$ 0.0121	\$ 0.45	\$ 0.44	\$ 0.01
	1/2 PINT	\$ 0.2719	\$ (0.0353)	\$ 0.1339	\$ 0.0103	\$ 0.38	\$ 0.37	\$ 0.01
	4 OUNCE	\$ 0.1843	\$ (0.0240)	\$ 0.0670	\$ 0.0063	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.0639	\$ (0.1383)	\$ 0.2549	\$ 0.0328	\$ 1.21	\$ 1.12	\$ 0.09
BUTTERMILK	GALLON	\$ 3.8725	\$ (0.5034)	\$ 0.5796	\$ 0.1096	\$ 4.06	\$ 4.32	\$ (0.26)
	1/2 GALLON	\$ 2.0086	\$ (0.2611)	\$ 0.3553	\$ 0.0584	\$ 2.16	\$ 2.29	\$ (0.13)
	QUART	\$ 1.1955	\$ (0.1554)	\$ 0.2549	\$ 0.0359	\$ 1.33	\$ 1.39	\$ (0.06)
	PINT	\$ 0.6308	\$ (0.0820)	\$ 0.2513	\$ 0.0222	\$ 0.82	\$ 0.87	\$ (0.05)
	12 OUNCE	\$ 0.4136	\$ (0.0538)	\$ 0.1885	\$ 0.0152	\$ 0.56	\$ 0.59	\$ (0.03)
	10 OUNCE	\$ 0.3512	\$ (0.0457)	\$ 0.1571	\$ 0.0128	\$ 0.48	\$ 0.49	\$ (0.01)
	1/2 PINT	\$ 0.2947	\$ (0.0383)	\$ 0.1339	\$ 0.0108	\$ 0.40	\$ 0.41	\$ (0.01)
	4 OUNCE	\$ 0.1958	\$ (0.0255)	\$ 0.0670	\$ 0.0066	\$ 0.24	\$ 0.24	\$ -
	Bulk per Quart	\$ 1.1554	\$ (0.1502)	\$ 0.2549	\$ 0.0350	\$ 1.30	\$ 1.31	\$ (0.01)

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

**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 13.00%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
<b>EGG NOG</b>	<b>GALLON</b>	\$ 7.8254	\$ (1.0173)	\$ 0.5796	\$ 0.2050	\$ 7.84	\$ 7.54 \$ 0.30
	<b>1/2 GALLON</b>	\$ 3.9850	\$ (0.5181)	\$ 0.3553	\$ 0.1061	\$ 4.00	\$ 3.85 \$ 0.15
	<b>QUART</b>	\$ 2.1837	\$ (0.2839)	\$ 0.2549	\$ 0.0598	\$ 2.21	\$ 2.12 \$ 0.09
	<b>PINT</b>	\$ 1.1249	\$ (0.1462)	\$ 0.2513	\$ 0.0341	\$ 1.26	\$ 1.23 \$ 0.03
	<b>12 OUNCE</b>	\$ 0.7842	\$ (0.1019)	\$ 0.1885	\$ 0.0242	\$ 0.90	\$ 0.86 \$ 0.04
	<b>10 OUNCE</b>	\$ 0.6600	\$ (0.0858)	\$ 0.1571	\$ 0.0203	\$ 0.75	\$ 0.72 \$ 0.03
	<b>1/2 PINT</b>	\$ 0.5418	\$ (0.0704)	\$ 0.1339	\$ 0.0168	\$ 0.62	\$ 0.59 \$ 0.03
	<b>4 OUNCE</b>	\$ 0.3193	\$ (0.0415)	\$ 0.0670	\$ 0.0096	\$ 0.35	\$ 0.33 \$ 0.02
	<b>Bulk per Quart</b>	\$ 2.1436	\$ (0.2787)	\$ 0.2549	\$ 0.0588	\$ 2.18	\$ 2.02 \$ 0.16