

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

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

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

CRH Cross-Section Dealers, Area 4:

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

¹ Source: PMMB monthly dealer reports, 2021

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

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,974,462	128,527,383	\$ 0.0309
Standardization & Pasteurization	\$ 5,205,580	271,732,462	\$ 0.0192
Bottling	\$ 11,512,577	238,181,102	\$ 0.0483
Cold Room	\$ 11,090,622	246,703,349	\$ 0.0450
Delivery	\$ 10,524,111	89,866,557	\$ 0.1171
Selling	\$ 2,907,643	101,265,169	\$ 0.0287

Total Cost per Point **\$ 0.2892**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

CONTAINER COSTS
YEAR 2021 UNITS (@ APRIL 2022 COSTS)

A		B	C	D	E	F	G	H
					(C ÷ D)			(F x (1+G))
Container Size		Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to FEB-2023) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 169,297	801,405	\$ 0.2113			
		Purchased	\$ 2,558,484	10,457,981	\$ 0.2446			
			\$ 2,727,781	11,259,386	\$ 0.2423	\$ 0.2321	1.18%	\$ 0.2348
1/2 GALLON	Plastic	Blow Molded	\$ 130,335	469,539	\$ 0.2776			
		Purchased	\$ 1,957,646	10,655,178	\$ 0.1837			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,087,981	11,124,717	\$ 0.1877	\$ 0.1814	1.26%	\$ 0.1837
QUART	Plastic	Purchased	\$ 532,561	2,589,717	\$ 0.2056			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 532,561	2,589,717	\$ 0.2056	\$ 0.2106	1.57%	\$ 0.2139
PINT	Plastic	Purchased	\$ 1,381,731	8,678,552	\$ 0.1592			
	Paper	Purchased	\$ 3,745	83,602	\$ 0.0448			
	Combined		\$ 1,385,476	8,762,154	\$ 0.1581	\$ 0.1627	1.62%	\$ 0.1653
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0309	\$ 0.0309		\$ 0.0309
1/2 PINT	Plastic	Purchased	\$ 186,656	2,228,992	\$ 0.0837	\$ 0.0907	0.92%	\$ 0.0915
	Paper	Purchased	\$ 1,045,722	36,451,538	\$ 0.0287	\$ 0.0334	0.85%	\$ 0.0337
4 Ounce	Paper	Purchased	\$ 17,122	584,402	\$ 0.0293	\$ 0.0293	1.53%	\$ 0.0297
Bulk Per Quart		Purchased	\$ 32,030	494,602	\$ 0.0648	\$ 0.0648	1.30%	\$ 0.0656

Footnote:

1. None of the Area 4 cross-section Dealers bottled price-Controlled product in this size container during Year 2021. The cost per unit presented is per a prior year.

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

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

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

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2021 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1	Shrinkage	13,583,942	13,306,594	n/a	\$ 2,034,369	n/a	\$ 2,034,369 \$ 590,250
2	Bulk MILK - diverted	54,687,240	2,137,820	\$ 8,168,897	\$ 8,844,289	n/a	\$ 675,392 \$ 79,576
3	Bulk MILK - transferred	5,389,588	33,556	\$ 235,664	\$ 601,074	\$ 172,138	\$ 537,548 \$ 37,864
4	Bulk MILK - TOTAL (Rows 2 + 3)	60,076,828	2,171,376	\$ 8,404,561	\$ 9,445,363	\$ 172,138	\$ 1,212,940 \$ 117,440
5	Bulk CREAM - transferred	25,654,681	10,864,689	\$ 24,458,899	\$ 22,088,757	\$ 828,687	\$ (1,541,455) \$ (462,333)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 590,250	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ 117,440	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (462,333)	
9	Total	\$ 245,357	229,650,185 \$ 0.0011

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

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

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

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

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

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2022 vs. Year 2021)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 ST HALF COSTS		1 ST HALF POINTS		1 ST HALF COST per POINT		INCREASE
2022	2021	2022	2021	2022	2021	(DECREASE)

WEIGHTED LABOR COSTS	\$ 15,799,859	\$ 16,085,152	119,443,101	117,072,490	\$ 0.1323	\$ 0.1374	\$ (0.0051)
WEIGHTED UTILITY COSTS	\$ 1,066,788	\$ 649,341	119,443,101	117,072,490	\$ 0.0089	\$ 0.0055	\$ 0.0034
WEIGHTED INSURANCE COSTS	\$ 608,311	\$ 748,657	119,443,101	117,072,490	\$ 0.0051	\$ 0.0064	\$ (0.0013)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0030)

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$ 1,158,983
2. Average On-Highway Diesel Price per Gallon - YEAR 2021 (1)	\$ 3.431
3. On-Highway Diesel Price per Gallon - DECEMBER 2022 (1)	\$ 5.459
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	59.11%
5. Presumed Diesel Fuel Costs - DECEMBER 2022 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,844,036</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$ 685,053
7. Weighted Delivery Points - YEAR 2021	<u>89,866,557</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ 0.0076</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	217,885
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2021 (1)	\$	8.34
3. Pennsylvania Average Natural Gas Price - Industrial - OCTOBER 2022 (1)	\$	12.67
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		51.92%
5. Presumed Heating Fuel Costs - OCTOBER 2022 ((Line 1 X Line 4) + Line 1)	\$	<u>331,011</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	113,126
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>271,732,462</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>0.0004</u></u>

Footnote:

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

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

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 4 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	11,259,386	\$ (0.08880)	\$ (0.02770)	\$ (0.1165)	\$ (1,311,718)
1/2 GALLON	11,124,717	\$ (0.00994)	\$ (0.04885)	\$ (0.0588)	\$ (654,133)
QUART	2,589,717	\$ 0.03974	\$ (0.00646)	\$ 0.0333	\$ 86,238
PINT	8,762,154	\$ 0.03695	\$ 0.06902	\$ 0.1060	\$ 928,788
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	38,680,530	\$ 0.01646	\$ 0.00696	\$ 0.0234	\$ 905,124
4 OUNCE	584,402	\$ 0.01977	\$ 0.01802	\$ 0.0378	\$ 22,090
Bulk per Quart	494,602	\$ 0.07152	\$ (0.02535)	\$ 0.0462	\$ 22,851
					\$ <u>(760)</u>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1586	\$ 0.2348	\$ 0.0240	\$ (0.1165)	\$ 1.1568	\$ 3.4577	\$ 0.1254	\$ 3.5831	\$ (0.4352)	\$ 0.9664	\$ 4.1143	\$ 4.0102	\$ 0.1041
	1/2 GALLON	\$ 1.0793	\$ 0.1837	\$ 0.0120	\$ (0.0588)	\$ 0.5784	\$ 1.7946	\$ 0.0651	\$ 1.8597	\$ (0.2176)	\$ 0.4832	\$ 2.1253	\$ 2.0664	\$ 0.0589
	QUART	\$ 0.5397	\$ 0.2139	\$ 0.0060	\$ 0.0333	\$ 0.2892	\$ 1.0821	\$ 0.0392	\$ 1.1213	\$ (0.1088)	\$ 0.2416	\$ 1.2541	\$ 1.2511	\$ 0.0030
	PINT	\$ 0.2698	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1446	\$ 0.6887	\$ 0.0250	\$ 0.7137	\$ (0.0544)	\$ 0.1208	\$ 0.7801	\$ 0.7547	\$ 0.0254
	12 OUNCE	\$ 0.2024	\$ 0.0630	\$ 0.0023	\$ -	\$ 0.1085	\$ 0.3762	\$ 0.0136	\$ 0.3898	\$ (0.0408)	\$ 0.0906	\$ 0.4396	\$ 0.4264	\$ 0.0132
	10 OUNCE	\$ 0.1686	\$ 0.0309	\$ 0.0019	\$ -	\$ 0.0904	\$ 0.2918	\$ 0.0106	\$ 0.3024	\$ (0.0340)	\$ 0.0755	\$ 0.3439	\$ 0.3329	\$ 0.0110
	1/2 PINT	\$ 0.1349	\$ 0.0337	\$ 0.0015	\$ 0.0234	\$ 0.0723	\$ 0.2658	\$ 0.0096	\$ 0.2754	\$ (0.0272)	\$ 0.0604	\$ 0.3086	\$ 0.3073	\$ 0.0013
	4 OUNCE	\$ 0.0675	\$ 0.0297	\$ 0.0008	\$ 0.0378	\$ 0.0362	\$ 0.1720	\$ 0.0062	\$ 0.1782	\$ (0.0136)	\$ 0.0302	\$ 0.1948	\$ 0.1953	\$ (0.0005)
	Bulk per Quart	\$ 0.5397	\$ 0.0656	\$ 0.0060	\$ 0.0462	\$ 0.2892	\$ 0.9467	\$ 0.0343	\$ 0.9810	\$ (0.1088)	\$ 0.2416	\$ 1.1138	\$ 1.0789	\$ 0.0349
REDUCED FAT (2%) MILK	GALLON	\$ 1.8662	\$ 0.2348	\$ 0.0240	\$ (0.1165)	\$ 1.1568	\$ 3.1653	\$ 0.1148	\$ 3.2801	\$ (0.4352)	\$ 0.9664	\$ 3.8113	\$ 3.7090	\$ 0.1023
	1/2 GALLON	\$ 0.9331	\$ 0.1837	\$ 0.0120	\$ (0.0588)	\$ 0.5784	\$ 1.6484	\$ 0.0598	\$ 1.7082	\$ (0.2176)	\$ 0.4832	\$ 1.9738	\$ 1.9158	\$ 0.0580
	QUART	\$ 0.4666	\$ 0.2139	\$ 0.0060	\$ 0.0333	\$ 0.2892	\$ 1.0090	\$ 0.0366	\$ 1.0456	\$ (0.1088)	\$ 0.2416	\$ 1.1784	\$ 1.1759	\$ 0.0025
	PINT	\$ 0.2333	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1446	\$ 0.6522	\$ 0.0237	\$ 0.6759	\$ (0.0544)	\$ 0.1208	\$ 0.7423	\$ 0.7170	\$ 0.0253
	12 OUNCE	\$ 0.1750	\$ 0.0630	\$ 0.0023	\$ -	\$ 0.1085	\$ 0.3488	\$ 0.0127	\$ 0.3615	\$ (0.0408)	\$ 0.0906	\$ 0.4113	\$ 0.3982	\$ 0.0131
	10 OUNCE	\$ 0.1458	\$ 0.0309	\$ 0.0019	\$ -	\$ 0.0904	\$ 0.2690	\$ 0.0098	\$ 0.2788	\$ (0.0340)	\$ 0.0755	\$ 0.3203	\$ 0.3094	\$ 0.0109
	1/2 PINT	\$ 0.1166	\$ 0.0337	\$ 0.0015	\$ 0.0234	\$ 0.0723	\$ 0.2475	\$ 0.0090	\$ 0.2565	\$ (0.0272)	\$ 0.0604	\$ 0.2897	\$ 0.2884	\$ 0.0013
	4 OUNCE	\$ 0.0583	\$ 0.0297	\$ 0.0008	\$ 0.0378	\$ 0.0362	\$ 0.1628	\$ 0.0059	\$ 0.1687	\$ (0.0136)	\$ 0.0302	\$ 0.1853	\$ 0.1859	\$ (0.0006)
	Bulk per Quart	\$ 0.4666	\$ 0.0656	\$ 0.0060	\$ 0.0462	\$ 0.2892	\$ 0.8736	\$ 0.0317	\$ 0.9053	\$ (0.1088)	\$ 0.2416	\$ 1.0381	\$ 1.0037	\$ 0.0344
LOW FAT (1%) MILK	GALLON	\$ 1.6318	\$ 0.2348	\$ 0.0240	\$ (0.1165)	\$ 1.1568	\$ 2.9309	\$ 0.1063	\$ 3.0372	\$ (0.4352)	\$ 0.9664	\$ 3.5684	\$ 3.4811	\$ 0.0873
	1/2 GALLON	\$ 0.8159	\$ 0.1837	\$ 0.0120	\$ (0.0588)	\$ 0.5784	\$ 1.5312	\$ 0.0555	\$ 1.5867	\$ (0.2176)	\$ 0.4832	\$ 1.8523	\$ 1.8019	\$ 0.0504
	QUART	\$ 0.4079	\$ 0.2139	\$ 0.0060	\$ 0.0333	\$ 0.2892	\$ 0.9503	\$ 0.0345	\$ 0.9848	\$ (0.1088)	\$ 0.2416	\$ 1.1176	\$ 1.1189	\$ (0.0013)
	PINT	\$ 0.2040	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1446	\$ 0.6229	\$ 0.0226	\$ 0.6455	\$ (0.0544)	\$ 0.1208	\$ 0.7119	\$ 0.6886	\$ 0.0233
	12 OUNCE	\$ 0.1530	\$ 0.0630	\$ 0.0023	\$ -	\$ 0.1085	\$ 0.3268	\$ 0.0119	\$ 0.3387	\$ (0.0408)	\$ 0.0906	\$ 0.3885	\$ 0.3768	\$ 0.0117
	10 OUNCE	\$ 0.1275	\$ 0.0309	\$ 0.0019	\$ -	\$ 0.0904	\$ 0.2507	\$ 0.0091	\$ 0.2598	\$ (0.0340)	\$ 0.0755	\$ 0.3013	\$ 0.2916	\$ 0.0097
	1/2 PINT	\$ 0.1020	\$ 0.0337	\$ 0.0015	\$ 0.0234	\$ 0.0723	\$ 0.2329	\$ 0.0084	\$ 0.2413	\$ (0.0272)	\$ 0.0604	\$ 0.2745	\$ 0.2742	\$ 0.0003
	4 OUNCE	\$ 0.0510	\$ 0.0297	\$ 0.0008	\$ 0.0378	\$ 0.0362	\$ 0.1555	\$ 0.0056	\$ 0.1611	\$ (0.0136)	\$ 0.0302	\$ 0.1777	\$ 0.1788	\$ (0.0011)
	Bulk per Quart	\$ 0.4079	\$ 0.0656	\$ 0.0060	\$ 0.0462	\$ 0.2892	\$ 0.8149	\$ 0.0296	\$ 0.8445	\$ (0.1088)	\$ 0.2416	\$ 0.9773	\$ 0.9467	\$ 0.0306
NON FAT (SKIM) MILK	GALLON	\$ 1.4697	\$ 0.2348	\$ 0.0240	\$ (0.1165)	\$ 1.1568	\$ 2.7688	\$ 0.1004	\$ 2.8692	\$ (0.4352)	\$ 0.9664	\$ 3.4004	\$ 3.3017	\$ 0.0987
	1/2 GALLON	\$ 0.7348	\$ 0.1837	\$ 0.0120	\$ (0.0588)	\$ 0.5784	\$ 1.4501	\$ 0.0526	\$ 1.5027	\$ (0.2176)	\$ 0.4832	\$ 1.7683	\$ 1.7121	\$ 0.0562
	QUART	\$ 0.3674	\$ 0.2139	\$ 0.0060	\$ 0.0333	\$ 0.2892	\$ 0.9098	\$ 0.0330	\$ 0.9428	\$ (0.1088)	\$ 0.2416	\$ 1.0756	\$ 1.0740	\$ 0.0016
	PINT	\$ 0.1837	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1446	\$ 0.6026	\$ 0.0219	\$ 0.6245	\$ (0.0544)	\$ 0.1208	\$ 0.6909	\$ 0.6661	\$ 0.0248
	12 OUNCE	\$ 0.1378	\$ 0.0630	\$ 0.0023	\$ -	\$ 0.1085	\$ 0.3116	\$ 0.0113	\$ 0.3229	\$ (0.0408)	\$ 0.0906	\$ 0.3727	\$ 0.3600	\$ 0.0127
	10 OUNCE	\$ 0.1148	\$ 0.0309	\$ 0.0019	\$ -	\$ 0.0904	\$ 0.2380	\$ 0.0086	\$ 0.2466	\$ (0.0340)	\$ 0.0755	\$ 0.2881	\$ 0.2776	\$ 0.0105
	1/2 PINT	\$ 0.0919	\$ 0.0337	\$ 0.0015	\$ 0.0234	\$ 0.0723	\$ 0.2228	\$ 0.0081	\$ 0.2309	\$ (0.0272)	\$ 0.0604	\$ 0.2641	\$ 0.2629	\$ 0.0012
	4 OUNCE	\$ 0.0459	\$ 0.0297	\$ 0.0008	\$ 0.0378	\$ 0.0362	\$ 0.1504	\$ 0.0055	\$ 0.1559	\$ (0.0136)	\$ 0.0302	\$ 0.1725	\$ 0.1732	\$ (0.0007)
	Bulk per Quart	\$ 0.3674	\$ 0.0656	\$ 0.0060	\$ 0.0462	\$ 0.2892	\$ 0.7744	\$ 0.0281	\$ 0.8025	\$ (0.1088)	\$ 0.2416	\$ 0.9353	\$ 0.9018	\$ 0.0335

Footnote:

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

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

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.4296	\$ 0.2348	\$ 0.0240	\$ (0.1165)	\$ 1.1568	\$ 3.7287	\$ 0.1352	\$ 3.8639	\$ (0.4352)	\$ 0.9664	\$ 4.3951	\$ 4.3247	\$ 0.0704
	1/2 GALLON	\$ 1.2148	\$ 0.1837	\$ 0.0120	\$ (0.0588)	\$ 0.5784	\$ 1.9301	\$ 0.0700	\$ 2.0001	\$ (0.2176)	\$ 0.4832	\$ 2.2657	\$ 2.2236	\$ 0.0421
	QUART	\$ 0.6074	\$ 0.2139	\$ 0.0060	\$ 0.0333	\$ 0.2892	\$ 1.1498	\$ 0.0417	\$ 1.1915	\$ (0.1088)	\$ 0.2416	\$ 1.3243	\$ 1.3298	\$ (0.0055)
	PINT	\$ 0.3037	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1446	\$ 0.7226	\$ 0.0262	\$ 0.7488	\$ (0.0544)	\$ 0.1208	\$ 0.8152	\$ 0.7940	\$ 0.0212
	12 OUNCE	\$ 0.2278	\$ 0.0630	\$ 0.0023	\$ -	\$ 0.1085	\$ 0.4016	\$ 0.0146	\$ 0.4162	\$ (0.0408)	\$ 0.0906	\$ 0.4660	\$ 0.4559	\$ 0.0101
	10 OUNCE	\$ 0.1898	\$ 0.0309	\$ 0.0019	\$ -	\$ 0.0904	\$ 0.3130	\$ 0.0114	\$ 0.3244	\$ (0.0340)	\$ 0.0755	\$ 0.3659	\$ 0.3575	\$ 0.0084
	1/2 PINT	\$ 0.1519	\$ 0.0337	\$ 0.0015	\$ 0.0234	\$ 0.0723	\$ 0.2828	\$ 0.0103	\$ 0.2931	\$ (0.0272)	\$ 0.0604	\$ 0.3263	\$ 0.3270	\$ (0.0007)
	4 OUNCE	\$ 0.0759	\$ 0.0297	\$ 0.0008	\$ 0.0378	\$ 0.0362	\$ 0.1804	\$ 0.0065	\$ 0.1869	\$ (0.0136)	\$ 0.0302	\$ 0.2035	\$ 0.2051	\$ (0.0016)
	Bulk per Quart	\$ 0.6074	\$ 0.0656	\$ 0.0060	\$ 0.0462	\$ 0.2892	\$ 1.0144	\$ 0.0368	\$ 1.0512	\$ (0.1088)	\$ 0.2416	\$ 1.1840	\$ 1.1576	\$ 0.0264
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8936	\$ 0.2348	\$ 0.0240	\$ (0.1165)	\$ 1.1568	\$ 3.1927	\$ 0.1158	\$ 3.3085	\$ (0.4352)	\$ 0.9664	\$ 3.8397	\$ 3.7974	\$ 0.0423
	1/2 GALLON	\$ 0.9468	\$ 0.1837	\$ 0.0120	\$ (0.0588)	\$ 0.5784	\$ 1.6621	\$ 0.0603	\$ 1.7224	\$ (0.2176)	\$ 0.4832	\$ 1.9880	\$ 1.9600	\$ 0.0280
	QUART	\$ 0.4734	\$ 0.2139	\$ 0.0060	\$ 0.0333	\$ 0.2892	\$ 1.0158	\$ 0.0368	\$ 1.0526	\$ (0.1088)	\$ 0.2416	\$ 1.1854	\$ 1.1980	\$ (0.0126)
	PINT	\$ 0.2367	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1446	\$ 0.6556	\$ 0.0238	\$ 0.6794	\$ (0.0544)	\$ 0.1208	\$ 0.7458	\$ 0.7281	\$ 0.0177
	12 OUNCE	\$ 0.1775	\$ 0.0630	\$ 0.0023	\$ -	\$ 0.1085	\$ 0.3513	\$ 0.0127	\$ 0.3640	\$ (0.0408)	\$ 0.0906	\$ 0.4138	\$ 0.4065	\$ 0.0073
	10 OUNCE	\$ 0.1479	\$ 0.0309	\$ 0.0019	\$ -	\$ 0.0904	\$ 0.2711	\$ 0.0098	\$ 0.2809	\$ (0.0340)	\$ 0.0755	\$ 0.3224	\$ 0.3163	\$ 0.0061
	1/2 PINT	\$ 0.1184	\$ 0.0337	\$ 0.0015	\$ 0.0234	\$ 0.0723	\$ 0.2493	\$ 0.0090	\$ 0.2583	\$ (0.0272)	\$ 0.0604	\$ 0.2915	\$ 0.2940	\$ (0.0025)
	4 OUNCE	\$ 0.0592	\$ 0.0297	\$ 0.0008	\$ 0.0378	\$ 0.0362	\$ 0.1637	\$ 0.0059	\$ 0.1696	\$ (0.0136)	\$ 0.0302	\$ 0.1862	\$ 0.1886	\$ (0.0024)
	Bulk per Quart	\$ 0.4734	\$ 0.0656	\$ 0.0060	\$ 0.0462	\$ 0.2892	\$ 0.8804	\$ 0.0319	\$ 0.9123	\$ (0.1088)	\$ 0.2416	\$ 1.0451	\$ 1.0258	\$ 0.0193
FLAVORED NONFAT MILK	GALLON	\$ 1.5624	\$ 0.2348	\$ 0.0240	\$ (0.1165)	\$ 1.1568	\$ 2.8615	\$ 0.1038	\$ 2.9653	\$ (0.4352)	\$ 0.9664	\$ 3.4965	\$ 3.4186	\$ 0.0779
	1/2 GALLON	\$ 0.7812	\$ 0.1837	\$ 0.0120	\$ (0.0588)	\$ 0.5784	\$ 1.4965	\$ 0.0543	\$ 1.5508	\$ (0.2176)	\$ 0.4832	\$ 1.8164	\$ 1.7706	\$ 0.0458
	QUART	\$ 0.3906	\$ 0.2139	\$ 0.0060	\$ 0.0333	\$ 0.2892	\$ 0.9330	\$ 0.0338	\$ 0.9668	\$ (0.1088)	\$ 0.2416	\$ 1.0996	\$ 1.1033	\$ (0.0037)
	PINT	\$ 0.1953	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1446	\$ 0.6142	\$ 0.0223	\$ 0.6365	\$ (0.0544)	\$ 0.1208	\$ 0.7029	\$ 0.6807	\$ 0.0222
	12 OUNCE	\$ 0.1465	\$ 0.0630	\$ 0.0023	\$ -	\$ 0.1085	\$ 0.3203	\$ 0.0116	\$ 0.3319	\$ (0.0408)	\$ 0.0906	\$ 0.3817	\$ 0.3709	\$ 0.0108
	10 OUNCE	\$ 0.1221	\$ 0.0309	\$ 0.0019	\$ -	\$ 0.0904	\$ 0.2453	\$ 0.0089	\$ 0.2542	\$ (0.0340)	\$ 0.0755	\$ 0.2957	\$ 0.2867	\$ 0.0090
	1/2 PINT	\$ 0.0977	\$ 0.0337	\$ 0.0015	\$ 0.0234	\$ 0.0723	\$ 0.2286	\$ 0.0083	\$ 0.2369	\$ (0.0272)	\$ 0.0604	\$ 0.2701	\$ 0.2703	\$ (0.0002)
	4 OUNCE	\$ 0.0488	\$ 0.0297	\$ 0.0008	\$ 0.0378	\$ 0.0362	\$ 0.1533	\$ 0.0056	\$ 0.1589	\$ (0.0136)	\$ 0.0302	\$ 0.1755	\$ 0.1768	\$ (0.0013)
	Bulk per Quart	\$ 0.3906	\$ 0.0656	\$ 0.0060	\$ 0.0462	\$ 0.2892	\$ 0.7976	\$ 0.0289	\$ 0.8265	\$ (0.1088)	\$ 0.2416	\$ 0.9593	\$ 0.9310	\$ 0.0283
BUTTERMILK	GALLON	\$ 1.9231	\$ 0.2348	\$ 0.0240	\$ (0.1165)	\$ 1.1568	\$ 3.2222	\$ 0.1169	\$ 3.3391	\$ (0.4352)	\$ 0.9664	\$ 3.8703	\$ 3.7390	\$ 0.1313
	1/2 GALLON	\$ 0.9616	\$ 0.1837	\$ 0.0120	\$ (0.0588)	\$ 0.5784	\$ 1.6769	\$ 0.0608	\$ 1.7377	\$ (0.2176)	\$ 0.4832	\$ 2.0033	\$ 1.9308	\$ 0.0725
	QUART	\$ 0.4808	\$ 0.2139	\$ 0.0060	\$ 0.0333	\$ 0.2892	\$ 1.0232	\$ 0.0371	\$ 1.0603	\$ (0.1088)	\$ 0.2416	\$ 1.1931	\$ 1.1834	\$ 0.0097
	PINT	\$ 0.2404	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1446	\$ 0.6593	\$ 0.0239	\$ 0.6832	\$ (0.0544)	\$ 0.1208	\$ 0.7496	\$ 0.7208	\$ 0.0288
	12 OUNCE	\$ 0.1803	\$ 0.0630	\$ 0.0023	\$ -	\$ 0.1085	\$ 0.3541	\$ 0.0128	\$ 0.3669	\$ (0.0408)	\$ 0.0906	\$ 0.4167	\$ 0.4010	\$ 0.0157
	10 OUNCE	\$ 0.1502	\$ 0.0309	\$ 0.0019	\$ -	\$ 0.0904	\$ 0.2734	\$ 0.0099	\$ 0.2833	\$ (0.0340)	\$ 0.0755	\$ 0.3248	\$ 0.3118	\$ 0.0130
	1/2 PINT	\$ 0.1202	\$ 0.0337	\$ 0.0015	\$ 0.0234	\$ 0.0723	\$ 0.2511	\$ 0.0091	\$ 0.2602	\$ (0.0272)	\$ 0.0604	\$ 0.2934	\$ 0.2903	\$ 0.0031
	4 OUNCE	\$ 0.0601	\$ 0.0297	\$ 0.0008	\$ 0.0378	\$ 0.0362	\$ 0.1646	\$ 0.0060	\$ 0.1706	\$ (0.0136)	\$ 0.0302	\$ 0.1872	\$ 0.1869	\$ 0.0003
	Bulk per Quart	\$ 0.4808	\$ 0.0656	\$ 0.0060	\$ 0.0462	\$ 0.2892	\$ 0.8878	\$ 0.0322	\$ 0.9200	\$ (0.1088)	\$ 0.2416	\$ 1.0528	\$ 1.0111	\$ 0.0417

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

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

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 5.8464	\$ 0.2348	\$ 0.0240	\$ (0.1165)	\$ 1.1568	\$ 7.1455	\$ 0.2592	\$ 7.4047	\$ (0.4352)	\$ 0.9664	\$ 7.9359	\$ 6.6152	\$ 1.3207
	1/2 GALLON	\$ 2.9232	\$ 0.1837	\$ 0.0120	\$ (0.0588)	\$ 0.5784	\$ 3.6385	\$ 0.1320	\$ 3.7705	\$ (0.2176)	\$ 0.4832	\$ 4.0361	\$ 3.3689	\$ 0.6672
	QUART	\$ 1.4616	\$ 0.2139	\$ 0.0060	\$ 0.0333	\$ 0.2892	\$ 2.0040	\$ 0.0727	\$ 2.0767	\$ (0.1088)	\$ 0.2416	\$ 2.2095	\$ 1.9024	\$ 0.3071
	PINT	\$ 0.7308	\$ 0.1653	\$ 0.0030	\$ 0.1060	\$ 0.1446	\$ 1.1497	\$ 0.0417	\$ 1.1914	\$ (0.0544)	\$ 0.1208	\$ 1.2578	\$ 1.0803	\$ 0.1775
	12 OUNCE	\$ 0.5481	\$ 0.0630	\$ 0.0023	\$ -	\$ 0.1085	\$ 0.7219	\$ 0.0262	\$ 0.7481	\$ (0.0408)	\$ 0.0906	\$ 0.7979	\$ 0.6706	\$ 0.1273
	10 OUNCE	\$ 0.4568	\$ 0.0309	\$ 0.0019	\$ -	\$ 0.0904	\$ 0.5800	\$ 0.0210	\$ 0.6010	\$ (0.0340)	\$ 0.0755	\$ 0.6425	\$ 0.5364	\$ 0.1061
	1/2 PINT	\$ 0.3654	\$ 0.0337	\$ 0.0015	\$ 0.0234	\$ 0.0723	\$ 0.4963	\$ 0.0180	\$ 0.5143	\$ (0.0272)	\$ 0.0604	\$ 0.5475	\$ 0.4701	\$ 0.0774
	4 OUNCE	\$ 0.1827	\$ 0.0297	\$ 0.0008	\$ 0.0378	\$ 0.0362	\$ 0.2872	\$ 0.0104	\$ 0.2976	\$ (0.0136)	\$ 0.0302	\$ 0.3142	\$ 0.2767	\$ 0.0375
	Bulk per Quart	\$ 1.4616	\$ 0.0656	\$ 0.0060	\$ 0.0462	\$ 0.2892	\$ 1.8686	\$ 0.0678	\$ 1.9364	\$ (0.1088)	\$ 0.2416	\$ 2.0692	\$ 1.7302	\$ 0.3390

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.1143	\$ (0.4040)	\$ 0.8480	\$ 0.1169	\$ 4.68	\$ 4.57	\$ 0.11
	1/2 GALLON	\$ 2.1253	\$ (0.2020)	\$ 0.4240	\$ 0.0602	\$ 2.41	\$ 2.35	\$ 0.06
	QUART	\$ 1.2541	\$ (0.1010)	\$ 0.2120	\$ 0.0350	\$ 1.40	\$ 1.40	\$ -
	PINT	\$ 0.7801	\$ (0.0505)	\$ 0.1060	\$ 0.0214	\$ 0.86	\$ 0.83	\$ 0.03
	12 OUNCE	\$ 0.4396	\$ (0.0379)	\$ 0.0795	\$ 0.0123	\$ 0.49	\$ 0.48	\$ 0.01
	10 OUNCE	\$ 0.3439	\$ (0.0316)	\$ 0.0663	\$ 0.0097	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3086	\$ (0.0253)	\$ 0.0530	\$ 0.0086	\$ 0.34	\$ 0.34	\$ -
	4 OUNCE	\$ 0.1948	\$ (0.0126)	\$ 0.0265	\$ 0.0054	\$ 0.21	\$ 0.21	\$ -
	Bulk per Quart	\$ 1.1138	\$ (0.1010)	\$ 0.2120	\$ 0.0314	\$ 1.26	\$ 1.22	\$ 0.04
REDUCED FAT (2%) MILK	GALLON	\$ 3.8113	\$ (0.4040)	\$ 0.8480	\$ 0.1091	\$ 4.36	\$ 4.26	\$ 0.10
	1/2 GALLON	\$ 1.9738	\$ (0.2020)	\$ 0.4240	\$ 0.0563	\$ 2.25	\$ 2.19	\$ 0.06
	QUART	\$ 1.1784	\$ (0.1010)	\$ 0.2120	\$ 0.0331	\$ 1.32	\$ 1.32	\$ -
	PINT	\$ 0.7423	\$ (0.0505)	\$ 0.1060	\$ 0.0205	\$ 0.82	\$ 0.79	\$ 0.03
	12 OUNCE	\$ 0.4113	\$ (0.0379)	\$ 0.0795	\$ 0.0116	\$ 0.46	\$ 0.45	\$ 0.01
	10 OUNCE	\$ 0.3203	\$ (0.0316)	\$ 0.0663	\$ 0.0091	\$ 0.36	\$ 0.35	\$ 0.01
	1/2 PINT	\$ 0.2897	\$ (0.0253)	\$ 0.0530	\$ 0.0081	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.1853	\$ (0.0126)	\$ 0.0265	\$ 0.0051	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.0381	\$ (0.1010)	\$ 0.2120	\$ 0.0295	\$ 1.18	\$ 1.14	\$ 0.04
LOW FAT (1%) MILK	GALLON	\$ 3.5684	\$ (0.4040)	\$ 0.8480	\$ 0.1029	\$ 4.12	\$ 4.03	\$ 0.09
	1/2 GALLON	\$ 1.8523	\$ (0.2020)	\$ 0.4240	\$ 0.0532	\$ 2.13	\$ 2.08	\$ 0.05
	QUART	\$ 1.1176	\$ (0.1010)	\$ 0.2120	\$ 0.0315	\$ 1.26	\$ 1.26	\$ -
	PINT	\$ 0.7119	\$ (0.0505)	\$ 0.1060	\$ 0.0197	\$ 0.79	\$ 0.76	\$ 0.03
	12 OUNCE	\$ 0.3885	\$ (0.0379)	\$ 0.0795	\$ 0.0110	\$ 0.44	\$ 0.43	\$ 0.01
	10 OUNCE	\$ 0.3013	\$ (0.0316)	\$ 0.0663	\$ 0.0086	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2745	\$ (0.0253)	\$ 0.0530	\$ 0.0077	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1777	\$ (0.0126)	\$ 0.0265	\$ 0.0049	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 0.9773	\$ (0.1010)	\$ 0.2120	\$ 0.0279	\$ 1.12	\$ 1.08	\$ 0.04
NON FAT (SKIM) MILK	GALLON	\$ 3.4004	\$ (0.4040)	\$ 0.8480	\$ 0.0986	\$ 3.94	\$ 3.84	\$ 0.10
	1/2 GALLON	\$ 1.7683	\$ (0.2020)	\$ 0.4240	\$ 0.0510	\$ 2.04	\$ 1.98	\$ 0.06
	QUART	\$ 1.0756	\$ (0.1010)	\$ 0.2120	\$ 0.0304	\$ 1.22	\$ 1.22	\$ -
	PINT	\$ 0.6909	\$ (0.0505)	\$ 0.1060	\$ 0.0191	\$ 0.77	\$ 0.74	\$ 0.03
	12 OUNCE	\$ 0.3727	\$ (0.0379)	\$ 0.0795	\$ 0.0106	\$ 0.42	\$ 0.41	\$ 0.01
	10 OUNCE	\$ 0.2881	\$ (0.0316)	\$ 0.0663	\$ 0.0083	\$ 0.33	\$ 0.32	\$ 0.01
	1/2 PINT	\$ 0.2641	\$ (0.0253)	\$ 0.0530	\$ 0.0075	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1725	\$ (0.0126)	\$ 0.0265	\$ 0.0048	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 0.9353	\$ (0.1010)	\$ 0.2120	\$ 0.0268	\$ 1.07	\$ 1.04	\$ 0.03

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3951	\$ (0.4040)	\$ 0.8480	\$ 0.1241	\$ 4.96	\$ 4.89	\$ 0.07
	1/2 GALLON	\$ 2.2657	\$ (0.2020)	\$ 0.4240	\$ 0.0638	\$ 2.55	\$ 2.51	\$ 0.04
	QUART	\$ 1.3243	\$ (0.1010)	\$ 0.2120	\$ 0.0368	\$ 1.47	\$ 1.48	\$ (0.01)
	PINT	\$ 0.8152	\$ (0.0505)	\$ 0.1060	\$ 0.0223	\$ 0.89	\$ 0.87	\$ 0.02
	12 OUNCE	\$ 0.4660	\$ (0.0379)	\$ 0.0795	\$ 0.0130	\$ 0.52	\$ 0.51	\$ 0.01
	10 OUNCE	\$ 0.3659	\$ (0.0316)	\$ 0.0663	\$ 0.0103	\$ 0.41	\$ 0.40	\$ 0.01
	1/2 PINT	\$ 0.3263	\$ (0.0253)	\$ 0.0530	\$ 0.0091	\$ 0.36	\$ 0.36	\$ -
	4 OUNCE	\$ 0.2035	\$ (0.0126)	\$ 0.0265	\$ 0.0056	\$ 0.22	\$ 0.22	\$ -
	Bulk per Quart	\$ 1.1840	\$ (0.1010)	\$ 0.2120	\$ 0.0332	\$ 1.33	\$ 1.30	\$ 0.03
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8397	\$ (0.4040)	\$ 0.8480	\$ 0.1098	\$ 4.39	\$ 4.35	\$ 0.04
	1/2 GALLON	\$ 1.9880	\$ (0.2020)	\$ 0.4240	\$ 0.0567	\$ 2.27	\$ 2.24	\$ 0.03
	QUART	\$ 1.1854	\$ (0.1010)	\$ 0.2120	\$ 0.0332	\$ 1.33	\$ 1.34	\$ (0.01)
	PINT	\$ 0.7458	\$ (0.0505)	\$ 0.1060	\$ 0.0205	\$ 0.82	\$ 0.80	\$ 0.02
	12 OUNCE	\$ 0.4138	\$ (0.0379)	\$ 0.0795	\$ 0.0117	\$ 0.47	\$ 0.46	\$ 0.01
	10 OUNCE	\$ 0.3224	\$ (0.0316)	\$ 0.0663	\$ 0.0092	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2915	\$ (0.0253)	\$ 0.0530	\$ 0.0082	\$ 0.33	\$ 0.33	\$ -
	4 OUNCE	\$ 0.1862	\$ (0.0126)	\$ 0.0265	\$ 0.0051	\$ 0.21	\$ 0.21	\$ -
	Bulk per Quart	\$ 1.0451	\$ (0.1010)	\$ 0.2120	\$ 0.0296	\$ 1.19	\$ 1.17	\$ 0.02
FLAVORED NONFAT MILK	GALLON	\$ 3.4965	\$ (0.4040)	\$ 0.8480	\$ 0.1010	\$ 4.04	\$ 3.96	\$ 0.08
	1/2 GALLON	\$ 1.8164	\$ (0.2020)	\$ 0.4240	\$ 0.0523	\$ 2.09	\$ 2.04	\$ 0.05
	QUART	\$ 1.0996	\$ (0.1010)	\$ 0.2120	\$ 0.0310	\$ 1.24	\$ 1.25	\$ (0.01)
	PINT	\$ 0.7029	\$ (0.0505)	\$ 0.1060	\$ 0.0194	\$ 0.78	\$ 0.76	\$ 0.02
	12 OUNCE	\$ 0.3817	\$ (0.0379)	\$ 0.0795	\$ 0.0109	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.2957	\$ (0.0316)	\$ 0.0663	\$ 0.0085	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2701	\$ (0.0253)	\$ 0.0530	\$ 0.0076	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1755	\$ (0.0126)	\$ 0.0265	\$ 0.0049	\$ 0.19	\$ 0.20	\$ (0.01)
	Bulk per Quart	\$ 0.9593	\$ (0.1010)	\$ 0.2120	\$ 0.0274	\$ 1.10	\$ 1.07	\$ 0.03
BUTTERMILK	GALLON	\$ 3.8703	\$ (0.4040)	\$ 0.8480	\$ 0.1106	\$ 4.42	\$ 4.29	\$ 0.13
	1/2 GALLON	\$ 2.0033	\$ (0.2020)	\$ 0.4240	\$ 0.0571	\$ 2.28	\$ 2.21	\$ 0.07
	QUART	\$ 1.1931	\$ (0.1010)	\$ 0.2120	\$ 0.0334	\$ 1.34	\$ 1.33	\$ 0.01
	PINT	\$ 0.7496	\$ (0.0505)	\$ 0.1060	\$ 0.0206	\$ 0.83	\$ 0.80	\$ 0.03
	12 OUNCE	\$ 0.4167	\$ (0.0379)	\$ 0.0795	\$ 0.0118	\$ 0.47	\$ 0.45	\$ 0.02
	10 OUNCE	\$ 0.3248	\$ (0.0316)	\$ 0.0663	\$ 0.0092	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2934	\$ (0.0253)	\$ 0.0530	\$ 0.0082	\$ 0.33	\$ 0.33	\$ -
	4 OUNCE	\$ 0.1872	\$ (0.0126)	\$ 0.0265	\$ 0.0052	\$ 0.21	\$ 0.21	\$ -
	Bulk per Quart	\$ 1.0528	\$ (0.1010)	\$ 0.2120	\$ 0.0298	\$ 1.19	\$ 1.15	\$ 0.04

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

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 7.9359	\$ (0.4040)	\$ 0.8480	\$ 0.2149	\$ 8.59	\$ 7.24	\$ 1.35
	1/2 GALLON	\$ 4.0361	\$ (0.2020)	\$ 0.4240	\$ 0.1092	\$ 4.37	\$ 3.68	\$ 0.69
	QUART	\$ 2.2095	\$ (0.1010)	\$ 0.2120	\$ 0.0595	\$ 2.38	\$ 2.07	\$ 0.31
	PINT	\$ 1.2578	\$ (0.0505)	\$ 0.1060	\$ 0.0337	\$ 1.35	\$ 1.16	\$ 0.19
	12 OUNCE	\$ 0.7979	\$ (0.0379)	\$ 0.0795	\$ 0.0215	\$ 0.86	\$ 0.73	\$ 0.13
	10 OUNCE	\$ 0.6425	\$ (0.0316)	\$ 0.0663	\$ 0.0174	\$ 0.69	\$ 0.59	\$ 0.10
	1/2 PINT	\$ 0.5475	\$ (0.0253)	\$ 0.0530	\$ 0.0147	\$ 0.59	\$ 0.51	\$ 0.08
	4 OUNCE	\$ 0.3142	\$ (0.0126)	\$ 0.0265	\$ 0.0084	\$ 0.34	\$ 0.30	\$ 0.04
	Bulk per Quart	\$ 2.0692	\$ (0.1010)	\$ 0.2120	\$ 0.0559	\$ 2.24	\$ 1.89	\$ 0.35