

Pennsylvania Milk Marketing Board
SALES IN MMB AREA 6 BY TYPE OF MILK

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 6 vs CRH cross-section dealers¹

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Reduced Fat 2%	31.24	39.53
Standard Whole Milk	27.50	25.80
Lowfat 1%	11.93	11.10
Nonfat	7.68	8.36
Flavored Milk	8.43	6.89
TOTALS	86.78	91.68

CRH Cross-Section Dealers, Area 6:

- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- DFA Dairy Brands Fluid, LLC - Sharpville
- Galliker Dairy Company
- Ritchey’s Dairy, Inc.
- Turner Dairy Farms, Inc.
- Valley Farms Dairy, LLC

¹ Source: PMMB monthly dealer reports, 2021

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

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

Cost Center	Weighted Costs	Weighted Points	Weighted Cost per Point
Receiving, Lab & Field Work	\$ 1,300,937	68,252,454	\$ 0.0191
Standardization & Pasteurization	\$ 1,823,978	82,669,100	\$ 0.0221
Bottling	\$ 4,978,600	81,995,243	\$ 0.0607
Cold Room	\$ 4,305,665	89,910,590	\$ 0.0479
Delivery	\$ 15,905,589	84,570,213	\$ 0.1881
Selling	\$ 1,640,068	85,313,500	\$ 0.0192

Total Cost per Point **\$ 0.3571**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**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 DEC-2022) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 1,243,750	5,907,216	\$ 0.2105			
		Purchased	\$ 335,228	998,667	\$ 0.3357			
			\$ 1,578,978	6,905,883	\$ 0.2286	\$ 0.2343	1.99%	\$ 0.2390
1/2 GALLON	Plastic	Blow Molded	\$ 1,250,498	5,063,359	\$ 0.2470			
		Purchased	\$ 376,195	1,692,146	\$ 0.2223			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,626,693	6,755,505	\$ 0.2408	\$ 0.2394	1.91%	\$ 0.2440
QUART	Plastic	Purchased	\$ 385,066	1,793,063	\$ 0.2148			
	Paper	Purchased	\$ 1,321	12,518	\$ 0.1055			
	Combined		\$ 386,387	1,805,581	\$ 0.2140	\$ 0.2165	1.57%	\$ 0.2199
PINT	Plastic	Purchased	\$ 431,845	2,632,459	\$ 0.1640			
	Paper	Purchased	\$ 2,079	38,625	\$ 0.0538			
	Combined		\$ 433,924	2,671,084	\$ 0.1625	\$ 0.1646	1.62%	\$ 0.1673
12 Ounce ⁽¹⁾		Purchased			\$ 0.0367	\$ 0.0367		\$ 0.0367
10 Ounce ⁽¹⁾		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic ⁽¹⁾	Purchased	\$ -	-	\$ 0.0532	\$ 0.0532	0.92%	\$ 0.0537
	Paper	Purchased	\$ 851,356	27,576,857	\$ 0.0309	\$ 0.0379	0.85%	\$ 0.0382
4 Ounce	Paper	Purchased	\$ 22,440	733,201	\$ 0.0306	\$ 0.0306	1.53%	\$ 0.0311
Bulk Per Quart		Purchased	\$ 114,581	826,809	\$ 0.1386	\$ 0.1386	1.30%	\$ 0.1404

Footnote:

1. None of the Area 6 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 6

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

Product	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
Standard (Whole) Milk	\$ 1,086	28,611,322	\$ -
Reduced Fat (2%) Milk	\$ 5,134	29,156,971	\$ 0.0002
Low Fat (1%) Milk	\$ 2,348	13,542,534	\$ 0.0002
Non Fat (Skim) Milk	\$ 9,803	7,253,212	\$ 0.0014
Flavored Milk	\$ 440,351	10,551,537	\$ 0.0417
Flavored Reduced Fat Milk	\$ 313,812	6,712,991	\$ 0.0467
Flavored NONFAT Milk	\$ 120,026	3,259,860	\$ 0.0368
Buttermilk	\$ 13,895	421,213	\$ 0.0330
Egg Nog	\$ 28,298	168,152	\$ 0.1683

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

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

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	18,393,760	17,856,086	n/a	\$ 537,674	n/a	\$ 537,674	\$ 563,867
2 Bulk MILK - diverted	311,786,517	12,518,571	\$ 32,291,606	\$ 56,008,808	n/a	\$ 23,717,202	\$ 1,870,619
3 Bulk MILK - transferred	20,231,467	412,119	\$ 2,801,200	\$ 2,834,147	\$ 471,042	\$ 503,989	\$ 200,737
4 Bulk MILK - TOTAL (Row 2 + Row 3)	332,017,984	12,930,690	\$ 35,092,806	\$ 58,842,955	\$ 471,042	\$ 24,221,191	\$ 2,071,356
5 Bulk CREAM - transferred	30,664,409	12,826,809	\$ 28,552,316	\$ 26,007,065	\$ 1,359,360	\$ (1,185,891)	\$ (34,482)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 563,867		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 2,071,356		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (34,482)		
9 Total	\$ 2,600,741	129,344,761	\$ 0.0201

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**MILK COSTS BEFORE PACKAGING
DECEMBER 2022 MILK COST**

	Class I
Skim Rate	\$ 15.96
Butterfat Rate	\$ 2.7608

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B x BF Rate)	(D x Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat Pounds	Butterfat Test (%)	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	28,611,322	941,309	3.2900%	27,670,013	\$ 2,598,766	\$ 4,416,134	\$ 7,014,900	\$ 0.2452	\$ -	\$ 0.0201	\$ 0.2653
Reduced Fat (2%) Milk	29,156,971	554,893	1.9031%	28,602,078	\$ 1,531,949	\$ 4,564,892	\$ 6,096,841	\$ 0.2091	\$ 0.0002	\$ 0.0201	\$ 0.2294
Low Fat (1%) Milk	13,542,534	123,493	0.9119%	13,419,041	\$ 340,939	\$ 2,141,679	\$ 2,482,618	\$ 0.1833	\$ 0.0002	\$ 0.0201	\$ 0.2036
Non Fat (Skim) Milk	7,253,212	9,535	0.1315%	7,243,677	\$ 26,324	\$ 1,156,091	\$ 1,182,415	\$ 0.1630	\$ 0.0014	\$ 0.0201	\$ 0.1845
Flavored Milk	10,551,537	346,373	3.2827%	10,205,164	\$ 956,267	\$ 1,628,744	\$ 2,585,011	\$ 0.2450	\$ 0.0417	\$ 0.0201	\$ 0.3068
Flavored Reduced Fat Milk	6,712,991	76,191	1.1350%	6,636,800	\$ 210,348	\$ 1,059,233	\$ 1,269,581	\$ 0.1891	\$ 0.0467	\$ 0.0201	\$ 0.2559
Flavored NONFAT Milk	3,259,860	4,425	0.1357%	3,255,435	\$ 12,217	\$ 519,567	\$ 531,784	\$ 0.1631	\$ 0.0368	\$ 0.0201	\$ 0.2200
Buttermilk	421,213	4,273	1.0145%	416,940	\$ 11,797	\$ 66,544	\$ 78,341	\$ 0.1860	\$ 0.0330	\$ 0.0201	\$ 0.2391
Egg Nog	168,152	11,082	6.5905%	157,070	\$ 30,595	\$ 25,068	\$ 55,663	\$ 0.3310	\$ 0.1683	\$ 0.0201	\$ 0.5194

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

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

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1st HALF EXPENSES		1st HALF POINTS		1st HALF COST/POINTS		INCREASE
2022	2021	2022	2021	2022	2021	(DECREASE)

WEIGHTED LABOR COSTS	\$ 11,693,092	\$ 9,891,019	43,567,919	41,136,604	\$ 0.2684	\$ 0.2404	\$ 0.0280
WEIGHTED UTILITY COSTS	\$ 551,751	\$ 461,738	43,567,919	41,136,604	\$ 0.0127	\$ 0.0112	\$ 0.0015
WEIGHTED INSURANCE COST	\$ 533,398	\$ 425,657	43,567,919	41,136,604	\$ 0.0122	\$ 0.0103	\$ 0.0019

COST UPDATE ADJUSTMENT per BOTTLING POINT **\$ 0.0314**

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 6

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$	2,037,234
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>3,241,443</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$	1,204,209
7. Weighted Delivery Points - YEAR 2021		<u>84,570,213</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0142</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 6

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	188,085
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>285,739</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	97,654
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>82,669,100</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0012</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

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6
YEAR 2021 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 6-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	6,905,883	\$ (0.10453)	\$ (0.02133)	\$ (0.1259)	\$ (869,451)
1/2 GALLON	6,755,505	\$ 0.00908	\$ (0.06158)	\$ (0.0525)	\$ (354,664)
QUART	1,805,581	\$ 0.07756	\$ 0.03198	\$ 0.1095	\$ 197,711
PINT	2,671,084	\$ 0.07015	\$ 0.06752	\$ 0.1377	\$ 367,808
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	27,576,857	\$ 0.01094	\$ 0.01292	\$ 0.0239	\$ 659,087
4 OUNCE	733,201	\$ 0.01698	\$ 0.01764	\$ 0.0346	\$ 25,369
Bulk per Quart	826,809	\$ 0.02265	\$ (0.05315)	\$ (0.0305)	\$ (25,218)
					\$ <u>643</u>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**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	\$ 2.2816	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 4.0247	\$ 0.1417	\$ 4.1664	\$ (0.5640)	\$ 0.9864	\$ 4.5888	\$ 4.2835	\$ 0.3053
	1/2 GALLON	\$ 1.1408	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 2.1473	\$ 0.0756	\$ 2.2229	\$ (0.2820)	\$ 0.4932	\$ 2.4341	\$ 2.2199	\$ 0.2142
	QUART	\$ 0.5704	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.3073	\$ 0.0460	\$ 1.3533	\$ (0.1410)	\$ 0.2466	\$ 1.4589	\$ 1.3601	\$ 0.0988
	PINT	\$ 0.2852	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7940	\$ 0.0279	\$ 0.8219	\$ (0.0705)	\$ 0.1233	\$ 0.8747	\$ 0.8365	\$ 0.0382
	12 OUNCE	\$ 0.2139	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.4034	\$ 0.0142	\$ 0.4176	\$ (0.0529)	\$ 0.0925	\$ 0.4572	\$ 0.4261	\$ 0.0311
	10 OUNCE	\$ 0.1782	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3643	\$ 0.0128	\$ 0.3771	\$ (0.0441)	\$ 0.0771	\$ 0.4101	\$ 0.3842	\$ 0.0259
	1/2 PINT	\$ 0.1426	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.3066	\$ 0.0108	\$ 0.3174	\$ (0.0353)	\$ 0.0617	\$ 0.3438	\$ 0.3227	\$ 0.0211
	4 OUNCE	\$ 0.0713	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1879	\$ 0.0066	\$ 0.1945	\$ (0.0177)	\$ 0.0309	\$ 0.2077	\$ 0.1948	\$ 0.0129
	Bulk per Quart	\$ 0.5704	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.0878	\$ 0.0383	\$ 1.1261	\$ (0.1410)	\$ 0.2466	\$ 1.2317	\$ 1.1558	\$ 0.0759
REDUCED FAT (2%) MILK	GALLON	\$ 1.9774	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.7205	\$ 0.1309	\$ 3.8514	\$ (0.5640)	\$ 0.9864	\$ 4.2738	\$ 3.9719	\$ 0.3019
	1/2 GALLON	\$ 0.9887	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.9952	\$ 0.0702	\$ 2.0654	\$ (0.2820)	\$ 0.4932	\$ 2.2766	\$ 2.0641	\$ 0.2125
	QUART	\$ 0.4944	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.2313	\$ 0.0433	\$ 1.2746	\$ (0.1410)	\$ 0.2466	\$ 1.3802	\$ 1.2821	\$ 0.0981
	PINT	\$ 0.2472	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7560	\$ 0.0266	\$ 0.7826	\$ (0.0705)	\$ 0.1233	\$ 0.8354	\$ 0.7976	\$ 0.0378
	12 OUNCE	\$ 0.1854	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3749	\$ 0.0132	\$ 0.3881	\$ (0.0529)	\$ 0.0925	\$ 0.4277	\$ 0.3969	\$ 0.0308
	10 OUNCE	\$ 0.1545	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3406	\$ 0.0120	\$ 0.3526	\$ (0.0441)	\$ 0.0771	\$ 0.3856	\$ 0.3599	\$ 0.0257
	1/2 PINT	\$ 0.1236	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2876	\$ 0.0101	\$ 0.2977	\$ (0.0353)	\$ 0.0617	\$ 0.3241	\$ 0.3032	\$ 0.0209
	4 OUNCE	\$ 0.0618	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1784	\$ 0.0063	\$ 0.1847	\$ (0.0177)	\$ 0.0309	\$ 0.1979	\$ 0.1850	\$ 0.0129
	Bulk per Quart	\$ 0.4944	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.0118	\$ 0.0356	\$ 1.0474	\$ (0.1410)	\$ 0.2466	\$ 1.1530	\$ 1.0779	\$ 0.0751
LOWFAT (1%) MILK	GALLON	\$ 1.7550	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.4981	\$ 0.1231	\$ 3.6212	\$ (0.5640)	\$ 0.9864	\$ 4.0436	\$ 3.7488	\$ 0.2948
	1/2 GALLON	\$ 0.8775	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.8840	\$ 0.0663	\$ 1.9503	\$ (0.2820)	\$ 0.4932	\$ 2.1615	\$ 1.9525	\$ 0.2090
	QUART	\$ 0.4388	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.1757	\$ 0.0414	\$ 1.2171	\$ (0.1410)	\$ 0.2466	\$ 1.3227	\$ 1.2264	\$ 0.0963
	PINT	\$ 0.2194	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7282	\$ 0.0256	\$ 0.7538	\$ (0.0705)	\$ 0.1233	\$ 0.8066	\$ 0.7697	\$ 0.0369
	12 OUNCE	\$ 0.1645	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3540	\$ 0.0125	\$ 0.3665	\$ (0.0529)	\$ 0.0925	\$ 0.4061	\$ 0.3760	\$ 0.0301
	10 OUNCE	\$ 0.1371	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3232	\$ 0.0114	\$ 0.3346	\$ (0.0441)	\$ 0.0771	\$ 0.3676	\$ 0.3424	\$ 0.0252
	1/2 PINT	\$ 0.1097	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2737	\$ 0.0096	\$ 0.2833	\$ (0.0353)	\$ 0.0617	\$ 0.3097	\$ 0.2892	\$ 0.0205
	4 OUNCE	\$ 0.0548	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1714	\$ 0.0060	\$ 0.1774	\$ (0.0177)	\$ 0.0309	\$ 0.1906	\$ 0.1781	\$ 0.0125
	Bulk per Quart	\$ 0.4388	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 0.9562	\$ 0.0337	\$ 0.9899	\$ (0.1410)	\$ 0.2466	\$ 1.0955	\$ 1.0222	\$ 0.0733
NONFAT (SKIM) MILK	GALLON	\$ 1.5922	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.3353	\$ 0.1174	\$ 3.4527	\$ (0.5640)	\$ 0.9864	\$ 3.8751	\$ 3.5613	\$ 0.3138
	1/2 GALLON	\$ 0.7961	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.8026	\$ 0.0634	\$ 1.8660	\$ (0.2820)	\$ 0.4932	\$ 2.0772	\$ 1.8588	\$ 0.2184
	QUART	\$ 0.3981	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.1350	\$ 0.0399	\$ 1.1749	\$ (0.1410)	\$ 0.2466	\$ 1.2805	\$ 1.1795	\$ 0.1010
	PINT	\$ 0.1990	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7078	\$ 0.0249	\$ 0.7327	\$ (0.0705)	\$ 0.1233	\$ 0.7855	\$ 0.7463	\$ 0.0392
	12 OUNCE	\$ 0.1493	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3388	\$ 0.0119	\$ 0.3507	\$ (0.0529)	\$ 0.0925	\$ 0.3903	\$ 0.3584	\$ 0.0319
	10 OUNCE	\$ 0.1244	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3105	\$ 0.0109	\$ 0.3214	\$ (0.0441)	\$ 0.0771	\$ 0.3544	\$ 0.3278	\$ 0.0266
	1/2 PINT	\$ 0.0995	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2635	\$ 0.0093	\$ 0.2728	\$ (0.0353)	\$ 0.0617	\$ 0.2992	\$ 0.2775	\$ 0.0217
	4 OUNCE	\$ 0.0498	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1664	\$ 0.0059	\$ 0.1723	\$ (0.0177)	\$ 0.0309	\$ 0.1855	\$ 0.1722	\$ 0.0133
	Bulk per Quart	\$ 0.3981	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 0.9155	\$ 0.0322	\$ 0.9477	\$ (0.1410)	\$ 0.2466	\$ 1.0533	\$ 0.9753	\$ 0.0780

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

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	\$ 2.4544	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 4.1975	\$ 0.1477	\$ 4.3452	\$ (0.5640)	\$ 0.9864	\$ 4.7676	\$ 4.4657	\$ 0.3019
	1/2 GALLON	\$ 1.2272	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 2.2337	\$ 0.0786	\$ 2.3123	\$ (0.2820)	\$ 0.4932	\$ 2.5235	\$ 2.3110	\$ 0.2125
	QUART	\$ 0.6136	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.3505	\$ 0.0475	\$ 1.3980	\$ (0.1410)	\$ 0.2466	\$ 1.5036	\$ 1.4056	\$ 0.0980
	PINT	\$ 0.3068	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.8156	\$ 0.0287	\$ 0.8443	\$ (0.0705)	\$ 0.1233	\$ 0.8971	\$ 0.8593	\$ 0.0378
	12 OUNCE	\$ 0.2301	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.4196	\$ 0.0148	\$ 0.4344	\$ (0.0529)	\$ 0.0925	\$ 0.4740	\$ 0.4432	\$ 0.0308
	10 OUNCE	\$ 0.1918	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3779	\$ 0.0133	\$ 0.3912	\$ (0.0441)	\$ 0.0771	\$ 0.4242	\$ 0.3985	\$ 0.0257
	1/2 PINT	\$ 0.1534	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.3174	\$ 0.0112	\$ 0.3286	\$ (0.0353)	\$ 0.0617	\$ 0.3550	\$ 0.3341	\$ 0.0209
	4 OUNCE	\$ 0.0767	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1933	\$ 0.0068	\$ 0.2001	\$ (0.0177)	\$ 0.0309	\$ 0.2133	\$ 0.2005	\$ 0.0128
	Bulk per Quart	\$ 0.6136	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.1310	\$ 0.0398	\$ 1.1708	\$ (0.1410)	\$ 0.2466	\$ 1.2764	\$ 1.2014	\$ 0.0750
FLAVORED REDUCED FAT MILK	GALLON	\$ 2.0472	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.7903	\$ 0.1334	\$ 3.9237	\$ (0.5640)	\$ 0.9864	\$ 4.3461	\$ 4.0193	\$ 0.3268
	1/2 GALLON	\$ 1.0236	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 2.0301	\$ 0.0715	\$ 2.1016	\$ (0.2820)	\$ 0.4932	\$ 2.3128	\$ 2.0878	\$ 0.2250
	QUART	\$ 0.5118	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.2487	\$ 0.0440	\$ 1.2927	\$ (0.1410)	\$ 0.2466	\$ 1.3983	\$ 1.2940	\$ 0.1043
	PINT	\$ 0.2559	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7647	\$ 0.0269	\$ 0.7916	\$ (0.0705)	\$ 0.1233	\$ 0.8444	\$ 0.8035	\$ 0.0409
	12 OUNCE	\$ 0.1919	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3814	\$ 0.0134	\$ 0.3948	\$ (0.0529)	\$ 0.0925	\$ 0.4344	\$ 0.4014	\$ 0.0330
	10 OUNCE	\$ 0.1599	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3460	\$ 0.0122	\$ 0.3582	\$ (0.0441)	\$ 0.0771	\$ 0.3912	\$ 0.3636	\$ 0.0276
	1/2 PINT	\$ 0.1280	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2920	\$ 0.0103	\$ 0.3023	\$ (0.0353)	\$ 0.0617	\$ 0.3287	\$ 0.3062	\$ 0.0225
	4 OUNCE	\$ 0.0640	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1806	\$ 0.0064	\$ 0.1870	\$ (0.0177)	\$ 0.0309	\$ 0.2002	\$ 0.1865	\$ 0.0137
	Bulk per Quart	\$ 0.5118	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.0292	\$ 0.0362	\$ 1.0654	\$ (0.1410)	\$ 0.2466	\$ 1.1710	\$ 1.0898	\$ 0.0812
FLAVORED NONFAT MILK	GALLON	\$ 1.7600	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.5031	\$ 0.1233	\$ 3.6264	\$ (0.5640)	\$ 0.9864	\$ 4.0488	\$ 3.7419	\$ 0.3069
	1/2 GALLON	\$ 0.8800	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 1.8865	\$ 0.0664	\$ 1.9529	\$ (0.2820)	\$ 0.4932	\$ 2.1641	\$ 1.9491	\$ 0.2150
	QUART	\$ 0.4400	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.1769	\$ 0.0414	\$ 1.2183	\$ (0.1410)	\$ 0.2466	\$ 1.3239	\$ 1.2246	\$ 0.0993
	PINT	\$ 0.2200	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7288	\$ 0.0257	\$ 0.7545	\$ (0.0705)	\$ 0.1233	\$ 0.8073	\$ 0.7688	\$ 0.0385
	12 OUNCE	\$ 0.1650	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3545	\$ 0.0125	\$ 0.3670	\$ (0.0529)	\$ 0.0925	\$ 0.4066	\$ 0.3754	\$ 0.0312
	10 OUNCE	\$ 0.1375	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3236	\$ 0.0114	\$ 0.3350	\$ (0.0441)	\$ 0.0771	\$ 0.3680	\$ 0.3419	\$ 0.0261
	1/2 PINT	\$ 0.1100	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2740	\$ 0.0096	\$ 0.2836	\$ (0.0353)	\$ 0.0617	\$ 0.3100	\$ 0.2888	\$ 0.0212
	4 OUNCE	\$ 0.0550	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1716	\$ 0.0060	\$ 0.1776	\$ (0.0177)	\$ 0.0309	\$ 0.1908	\$ 0.1779	\$ 0.0129
	Bulk per Quart	\$ 0.4400	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 0.9574	\$ 0.0337	\$ 0.9911	\$ (0.1410)	\$ 0.2466	\$ 1.0967	\$ 1.0204	\$ 0.0763
BUTTERMILK	GALLON	\$ 2.0610	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 3.8041	\$ 0.1339	\$ 3.9380	\$ (0.5640)	\$ 0.9864	\$ 4.3604	\$ 4.0156	\$ 0.3448
	1/2 GALLON	\$ 1.0305	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 2.0370	\$ 0.0717	\$ 2.1087	\$ (0.2820)	\$ 0.4932	\$ 2.3199	\$ 2.0859	\$ 0.2340
	QUART	\$ 0.5153	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.2522	\$ 0.0441	\$ 1.2963	\$ (0.1410)	\$ 0.2466	\$ 1.4019	\$ 1.2931	\$ 0.1088
	PINT	\$ 0.2576	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 0.7664	\$ 0.0270	\$ 0.7934	\$ (0.0705)	\$ 0.1233	\$ 0.8462	\$ 0.8030	\$ 0.0432
	12 OUNCE	\$ 0.1932	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.3827	\$ 0.0135	\$ 0.3962	\$ (0.0529)	\$ 0.0925	\$ 0.4358	\$ 0.4010	\$ 0.0348
	10 OUNCE	\$ 0.1610	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.3471	\$ 0.0122	\$ 0.3593	\$ (0.0441)	\$ 0.0771	\$ 0.3923	\$ 0.3633	\$ 0.0290
	1/2 PINT	\$ 0.1288	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.2928	\$ 0.0103	\$ 0.3031	\$ (0.0353)	\$ 0.0617	\$ 0.3295	\$ 0.3059	\$ 0.0236
	4 OUNCE	\$ 0.0644	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.1810	\$ 0.0064	\$ 0.1874	\$ (0.0177)	\$ 0.0309	\$ 0.2006	\$ 0.1864	\$ 0.0142
	Bulk per Quart	\$ 0.5153	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.0327	\$ 0.0363	\$ 1.0690	\$ (0.1410)	\$ 0.2466	\$ 1.1746	\$ 1.0888	\$ 0.0858

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**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	\$ 4.1552	\$ 0.2390	\$ 0.2016	\$ (0.1259)	\$ 1.4284	\$ 5.8983	\$ 0.2076	\$ 6.1059	\$ (0.5640)	\$ 0.9864	\$ 6.5283	\$ 5.9580	\$ 0.5703
	1/2 GALLON	\$ 2.0776	\$ 0.2440	\$ 0.1008	\$ (0.0525)	\$ 0.7142	\$ 3.0841	\$ 0.1085	\$ 3.1926	\$ (0.2820)	\$ 0.4932	\$ 3.4038	\$ 3.0572	\$ 0.3466
	QUART	\$ 1.0388	\$ 0.2199	\$ 0.0504	\$ 0.1095	\$ 0.3571	\$ 1.7757	\$ 0.0625	\$ 1.8382	\$ (0.1410)	\$ 0.2466	\$ 1.9438	\$ 1.7787	\$ 0.1651
	PINT	\$ 0.5194	\$ 0.1673	\$ 0.0252	\$ 0.1377	\$ 0.1786	\$ 1.0282	\$ 0.0362	\$ 1.0644	\$ (0.0705)	\$ 0.1233	\$ 1.1172	\$ 1.0459	\$ 0.0713
	12 OUNCE	\$ 0.3896	\$ 0.0367	\$ 0.0189	\$ -	\$ 0.1339	\$ 0.5791	\$ 0.0204	\$ 0.5995	\$ (0.0529)	\$ 0.0925	\$ 0.6391	\$ 0.5832	\$ 0.0559
	10 OUNCE	\$ 0.3246	\$ 0.0587	\$ 0.0158	\$ -	\$ 0.1116	\$ 0.5107	\$ 0.0180	\$ 0.5287	\$ (0.0441)	\$ 0.0771	\$ 0.5617	\$ 0.5151	\$ 0.0466
	1/2 PINT	\$ 0.2597	\$ 0.0382	\$ 0.0126	\$ 0.0239	\$ 0.0893	\$ 0.4237	\$ 0.0149	\$ 0.4386	\$ (0.0353)	\$ 0.0617	\$ 0.4650	\$ 0.4273	\$ 0.0377
	4 OUNCE	\$ 0.1299	\$ 0.0311	\$ 0.0063	\$ 0.0346	\$ 0.0446	\$ 0.2465	\$ 0.0087	\$ 0.2552	\$ (0.0177)	\$ 0.0309	\$ 0.2684	\$ 0.2472	\$ 0.0212
	Bulk per Quart	\$ 1.0388	\$ 0.1404	\$ 0.0504	\$ (0.0305)	\$ 0.3571	\$ 1.5562	\$ 0.0548	\$ 1.6110	\$ (0.1410)	\$ 0.2466	\$ 1.7166	\$ 1.5744	\$ 0.1422

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
FEBRUARY 2023 MILK PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1726	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.5888	\$ (0.5736)	\$ 0.6904	\$ 0.1306	\$ 4.84	\$ 4.56	\$ 0.28
	1/2 GALLON	\$ 2.4341	\$ (0.3043)	\$ 0.3452	\$ 0.0687	\$ 2.54	\$ 2.35	\$ 0.19
	QUART	\$ 1.4589	\$ (0.1824)	\$ 0.1726	\$ 0.0402	\$ 1.49	\$ 1.40	\$ 0.09
	PINT	\$ 0.8747	\$ (0.1093)	\$ 0.0863	\$ 0.0236	\$ 0.88	\$ 0.84	\$ 0.04
	12 OUNCE	\$ 0.4572	\$ (0.0572)	\$ 0.0647	\$ 0.0129	\$ 0.48	\$ 0.45	\$ 0.03
	10 OUNCE	\$ 0.4101	\$ (0.0513)	\$ 0.0539	\$ 0.0115	\$ 0.42	\$ 0.40	\$ 0.02
	1/2 PINT	\$ 0.3438	\$ (0.0430)	\$ 0.0432	\$ 0.0095	\$ 0.35	\$ 0.33	\$ 0.02
	4 OUNCE	\$ 0.2077	\$ (0.0260)	\$ 0.0216	\$ 0.0056	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2317	\$ (0.1540)	\$ 0.1726	\$ 0.0347	\$ 1.29	\$ 1.22	\$ 0.07
REDUCED FAT (2%) MILK	GALLON	\$ 4.2738	\$ (0.5342)	\$ 0.6904	\$ 0.1229	\$ 4.55	\$ 4.28	\$ 0.27
	1/2 GALLON	\$ 2.2766	\$ (0.2846)	\$ 0.3452	\$ 0.0649	\$ 2.40	\$ 2.21	\$ 0.19
	QUART	\$ 1.3802	\$ (0.1725)	\$ 0.1726	\$ 0.0383	\$ 1.42	\$ 1.33	\$ 0.09
	PINT	\$ 0.8354	\$ (0.1044)	\$ 0.0863	\$ 0.0227	\$ 0.84	\$ 0.81	\$ 0.03
	12 OUNCE	\$ 0.4277	\$ (0.0535)	\$ 0.0647	\$ 0.0122	\$ 0.45	\$ 0.42	\$ 0.03
	10 OUNCE	\$ 0.3856	\$ (0.0482)	\$ 0.0539	\$ 0.0109	\$ 0.40	\$ 0.38	\$ 0.02
	1/2 PINT	\$ 0.3241	\$ (0.0405)	\$ 0.0432	\$ 0.0091	\$ 0.34	\$ 0.32	\$ 0.02
	4 OUNCE	\$ 0.1979	\$ (0.0247)	\$ 0.0216	\$ 0.0054	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1530	\$ (0.1441)	\$ 0.1726	\$ 0.0328	\$ 1.21	\$ 1.15	\$ 0.06
LOWFAT (1%) MILK	GALLON	\$ 4.0436	\$ (0.5055)	\$ 0.6904	\$ 0.1173	\$ 4.35	\$ 4.08	\$ 0.27
	1/2 GALLON	\$ 2.1615	\$ (0.2702)	\$ 0.3452	\$ 0.0621	\$ 2.30	\$ 2.11	\$ 0.19
	QUART	\$ 1.3227	\$ (0.1653)	\$ 0.1726	\$ 0.0369	\$ 1.37	\$ 1.28	\$ 0.09
	PINT	\$ 0.8066	\$ (0.1008)	\$ 0.0863	\$ 0.0220	\$ 0.81	\$ 0.78	\$ 0.03
	12 OUNCE	\$ 0.4061	\$ (0.0508)	\$ 0.0647	\$ 0.0117	\$ 0.43	\$ 0.40	\$ 0.03
	10 OUNCE	\$ 0.3676	\$ (0.0460)	\$ 0.0539	\$ 0.0104	\$ 0.39	\$ 0.36	\$ 0.03
	1/2 PINT	\$ 0.3097	\$ (0.0387)	\$ 0.0432	\$ 0.0087	\$ 0.32	\$ 0.30	\$ 0.02
	4 OUNCE	\$ 0.1906	\$ (0.0238)	\$ 0.0216	\$ 0.0052	\$ 0.20	\$ 0.18	\$ 0.02
	Bulk per Quart	\$ 1.0955	\$ (0.1369)	\$ 0.1726	\$ 0.0314	\$ 1.16	\$ 1.10	\$ 0.06
NONFAT (SKIM) MILK	GALLON	\$ 3.8751	\$ (0.4844)	\$ 0.6904	\$ 0.1132	\$ 4.19	\$ 3.91	\$ 0.28
	1/2 GALLON	\$ 2.0772	\$ (0.2597)	\$ 0.3452	\$ 0.0600	\$ 2.22	\$ 2.03	\$ 0.19
	QUART	\$ 1.2805	\$ (0.1601)	\$ 0.1726	\$ 0.0359	\$ 1.33	\$ 1.24	\$ 0.09
	PINT	\$ 0.7855	\$ (0.0982)	\$ 0.0863	\$ 0.0215	\$ 0.80	\$ 0.76	\$ 0.04
	12 OUNCE	\$ 0.3903	\$ (0.0488)	\$ 0.0647	\$ 0.0113	\$ 0.42	\$ 0.39	\$ 0.03
	10 OUNCE	\$ 0.3544	\$ (0.0443)	\$ 0.0539	\$ 0.0101	\$ 0.37	\$ 0.35	\$ 0.02
	1/2 PINT	\$ 0.2992	\$ (0.0374)	\$ 0.0432	\$ 0.0085	\$ 0.31	\$ 0.29	\$ 0.02
	4 OUNCE	\$ 0.1855	\$ (0.0232)	\$ 0.0216	\$ 0.0051	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0533	\$ (0.1317)	\$ 0.1726	\$ 0.0304	\$ 1.12	\$ 1.05	\$ 0.07

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1726	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.7676	\$ (0.5960)	\$ 0.6904	\$ 0.1349	\$ 5.00	\$ 4.73	\$ 0.27
	1/2 GALLON	\$ 2.5235	\$ (0.3154)	\$ 0.3452	\$ 0.0709	\$ 2.62	\$ 2.43	\$ 0.19
	QUART	\$ 1.5036	\$ (0.1880)	\$ 0.1726	\$ 0.0413	\$ 1.53	\$ 1.44	\$ 0.09
	PINT	\$ 0.8971	\$ (0.1121)	\$ 0.0863	\$ 0.0242	\$ 0.90	\$ 0.86	\$ 0.04
	12 OUNCE	\$ 0.4740	\$ (0.0593)	\$ 0.0647	\$ 0.0133	\$ 0.49	\$ 0.47	\$ 0.02
	10 OUNCE	\$ 0.4242	\$ (0.0530)	\$ 0.0539	\$ 0.0118	\$ 0.44	\$ 0.41	\$ 0.03
	1/2 PINT	\$ 0.3550	\$ (0.0444)	\$ 0.0432	\$ 0.0098	\$ 0.36	\$ 0.34	\$ 0.02
	4 OUNCE	\$ 0.2133	\$ (0.0267)	\$ 0.0216	\$ 0.0058	\$ 0.22	\$ 0.21	\$ 0.01
	Bulk per Quart	\$ 1.2764	\$ (0.1596)	\$ 0.1726	\$ 0.0358	\$ 1.33	\$ 1.26	\$ 0.07
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.3461	\$ (0.5433)	\$ 0.6904	\$ 0.1247	\$ 4.62	\$ 4.32	\$ 0.30
	1/2 GALLON	\$ 2.3128	\$ (0.2891)	\$ 0.3452	\$ 0.0657	\$ 2.43	\$ 2.23	\$ 0.20
	QUART	\$ 1.3983	\$ (0.1748)	\$ 0.1726	\$ 0.0387	\$ 1.43	\$ 1.34	\$ 0.09
	PINT	\$ 0.8444	\$ (0.1056)	\$ 0.0863	\$ 0.0229	\$ 0.85	\$ 0.81	\$ 0.04
	12 OUNCE	\$ 0.4344	\$ (0.0543)	\$ 0.0647	\$ 0.0123	\$ 0.46	\$ 0.43	\$ 0.03
	10 OUNCE	\$ 0.3912	\$ (0.0489)	\$ 0.0539	\$ 0.0110	\$ 0.41	\$ 0.38	\$ 0.03
	1/2 PINT	\$ 0.3287	\$ (0.0411)	\$ 0.0432	\$ 0.0092	\$ 0.34	\$ 0.32	\$ 0.02
	4 OUNCE	\$ 0.2002	\$ (0.0250)	\$ 0.0216	\$ 0.0055	\$ 0.21	\$ 0.19	\$ 0.02
	Bulk per Quart	\$ 1.1710	\$ (0.1464)	\$ 0.1726	\$ 0.0332	\$ 1.23	\$ 1.16	\$ 0.07
FLAVORED NONFAT MILK	GALLON	\$ 4.0488	\$ (0.5061)	\$ 0.6904	\$ 0.1175	\$ 4.35	\$ 4.07	\$ 0.28
	1/2 GALLON	\$ 2.1641	\$ (0.2705)	\$ 0.3452	\$ 0.0621	\$ 2.30	\$ 2.11	\$ 0.19
	QUART	\$ 1.3239	\$ (0.1655)	\$ 0.1726	\$ 0.0369	\$ 1.37	\$ 1.28	\$ 0.09
	PINT	\$ 0.8073	\$ (0.1009)	\$ 0.0863	\$ 0.0220	\$ 0.81	\$ 0.78	\$ 0.03
	12 OUNCE	\$ 0.4066	\$ (0.0508)	\$ 0.0647	\$ 0.0117	\$ 0.43	\$ 0.40	\$ 0.03
	10 OUNCE	\$ 0.3680	\$ (0.0460)	\$ 0.0539	\$ 0.0104	\$ 0.39	\$ 0.36	\$ 0.03
	1/2 PINT	\$ 0.3100	\$ (0.0388)	\$ 0.0432	\$ 0.0087	\$ 0.32	\$ 0.30	\$ 0.02
	4 OUNCE	\$ 0.1908	\$ (0.0239)	\$ 0.0216	\$ 0.0052	\$ 0.20	\$ 0.18	\$ 0.02
	Bulk per Quart	\$ 1.0967	\$ (0.1371)	\$ 0.1726	\$ 0.0314	\$ 1.16	\$ 1.10	\$ 0.06
BUTTERMILK	GALLON	\$ 4.3604	\$ (0.5451)	\$ 0.6904	\$ 0.1250	\$ 4.63	\$ 4.32	\$ 0.31
	1/2 GALLON	\$ 2.3199	\$ (0.2900)	\$ 0.3452	\$ 0.0659	\$ 2.44	\$ 2.23	\$ 0.21
	QUART	\$ 1.4019	\$ (0.1752)	\$ 0.1726	\$ 0.0388	\$ 1.44	\$ 1.34	\$ 0.10
	PINT	\$ 0.8462	\$ (0.1058)	\$ 0.0863	\$ 0.0229	\$ 0.85	\$ 0.81	\$ 0.04
	12 OUNCE	\$ 0.4358	\$ (0.0545)	\$ 0.0647	\$ 0.0124	\$ 0.46	\$ 0.43	\$ 0.03
	10 OUNCE	\$ 0.3923	\$ (0.0490)	\$ 0.0539	\$ 0.0110	\$ 0.41	\$ 0.38	\$ 0.03
	1/2 PINT	\$ 0.3295	\$ (0.0412)	\$ 0.0432	\$ 0.0092	\$ 0.34	\$ 0.32	\$ 0.02
	4 OUNCE	\$ 0.2006	\$ (0.0251)	\$ 0.0216	\$ 0.0055	\$ 0.21	\$ 0.19	\$ 0.02
	Bulk per Quart	\$ 1.1746	\$ (0.1468)	\$ 0.1726	\$ 0.0333	\$ 1.23	\$ 1.16	\$ 0.07

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1726	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.5283	\$ (0.8160)	\$ 0.6904	\$ 0.1777	\$ 6.58	\$ 6.07	\$ 0.51
	1/2 GALLON	\$ 3.4038	\$ (0.4255)	\$ 0.3452	\$ 0.0922	\$ 3.42	\$ 3.10	\$ 0.32
	QUART	\$ 1.9438	\$ (0.2430)	\$ 0.1726	\$ 0.0520	\$ 1.95	\$ 1.78	\$ 0.17
	PINT	\$ 1.1172	\$ (0.1397)	\$ 0.0863	\$ 0.0295	\$ 1.13	\$ 1.06	\$ 0.07
	12 OUNCE	\$ 0.6391	\$ (0.0799)	\$ 0.0647	\$ 0.0173	\$ 0.64	\$ 0.59	\$ 0.05
	10 OUNCE	\$ 0.5617	\$ (0.0702)	\$ 0.0539	\$ 0.0151	\$ 0.57	\$ 0.52	\$ 0.05
	1/2 PINT	\$ 0.4650	\$ (0.0581)	\$ 0.0432	\$ 0.0125	\$ 0.48	\$ 0.43	\$ 0.05
	4 OUNCE	\$ 0.2684	\$ (0.0336)	\$ 0.0216	\$ 0.0071	\$ 0.28	\$ 0.26	\$ 0.02
	Bulk per Quart	\$ 1.7166	\$ (0.2146)	\$ 0.1726	\$ 0.0465	\$ 1.72	\$ 1.59	\$ 0.13