

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

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

Footnotes:

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

2.) Area 1 CRH Cross-Section Dealers:

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

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

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,228,618	113,252,367	\$ 0.0285
Standardization & Pasteurization	\$ 2,994,855	132,252,158	\$ 0.0226
Bottling	\$ 6,074,841	107,673,210	\$ 0.0564
Cold Room	\$ 11,386,085	150,608,672	\$ 0.0756
Delivery	\$ 27,413,859	154,647,491	\$ 0.1773
Selling	\$ 3,222,057	181,027,117	\$ 0.0178

Total Cost per Point **\$ 0.3782**

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

**CONTAINER COSTS
YEAR 2022 UNITS (@ APRIL 2023 COSTS)**

A		B	C	D	E	F	G	H
					(C ÷ D)			(F x (1+G))
Container Size		Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to OCT-2023) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 1,248,340	6,445,708	\$ 0.1937			
		Purchased	\$ 1,240,828	4,195,719	\$ 0.2957			
			\$ 2,489,168	10,641,427	\$ 0.2339	\$ 0.2274	1.74%	\$ 0.2314
1/2 GALLON	Plastic	Blow Molded	\$ 928,457	6,711,416	\$ 0.1383			
		Purchased	\$ 1,026,435	4,610,837	\$ 0.2226			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,954,892	11,322,253	\$ 0.1727	\$ 0.1703	1.77%	\$ 0.1733
QUART	Plastic	Purchased	\$ 1,045,927	6,128,054	\$ 0.1707			
	Paper	Purchased	\$ 1,145	10,176	\$ 0.1125			
	Combined		\$ 1,047,072	6,138,230	\$ 0.1706	\$ 0.1709	1.57%	\$ 0.1736
PINT	Plastic	Purchased	\$ 562,816	5,123,435	\$ 0.1099			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 562,816	5,123,435	\$ 0.1099	\$ 0.1099	1.62%	\$ 0.1117
12 Ounce ⁽¹⁾		Purchased			\$ 0.0361	\$ 0.0361		\$ 0.0361
10 Ounce ⁽¹⁾		Purchased			\$ 0.0301	\$ 0.0301		\$ 0.0301
1/2 PINT	Plastic ⁽¹⁾	Purchased			\$ 0.0846	\$ 0.0846	0.92%	\$ 0.0854
	Paper	Purchased	\$ 841,247	30,064,085	\$ 0.0280	\$ 0.0284	0.85%	\$ 0.0286
4 Ounce	Paper	Purchased	\$ 27,363	989,358	\$ 0.0277	\$ 0.0277	1.53%	\$ 0.0281
Bulk Per Quart		Purchased	\$ 24,768	310,634	\$ 0.0797	\$ 0.0797	1.30%	\$ 0.0807

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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

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

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2022 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	28,851,153	27,545,055	n/a	\$ 7,684,890	n/a	\$ 7,684,890	\$ 1,723,714
2 Bulk MILK - diverted	-	-	\$ -	\$ -	n/a	\$ -	\$ -
3 Bulk MILK - transferred	179,513,153	1,769,106	\$ 34,919,142	\$ 30,967,207	\$ 6,457,448	\$ 2,505,513	\$ 757,839
4 Bulk MILK - TOTAL (Rows 2 + 3)	179,513,153	1,769,106	\$ 34,919,142	\$ 30,967,207	\$ 6,457,448	\$ 2,505,513	\$ 757,839
5 Bulk CREAM - transferred	36,085,972	15,432,093	\$ 55,402,354	\$ 53,046,998	\$ 1,223,598	\$ (1,131,758)	\$ (250,890)

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

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

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

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

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	72,190,944	2,402,217	3.3276%	69,788,727	\$ 7,438,705	\$ 9,777,401	\$ 17,216,106	\$ 0.2385	\$ -	\$ 0.0124	\$ 0.2509
Reduced Fat (2%) Milk	46,597,115	894,477	1.9196%	45,702,638	\$ 2,769,837	\$ 6,402,940	\$ 9,172,777	\$ 0.1969	\$ 0.0001	\$ 0.0124	\$ 0.2094
Low Fat (1%) Milk	23,674,824	222,511	0.9399%	23,452,313	\$ 689,028	\$ 3,285,669	\$ 3,974,697	\$ 0.1679	\$ 0.0001	\$ 0.0124	\$ 0.1804
Non Fat (Skim) Milk	13,473,682	14,548	0.1080%	13,459,134	\$ 45,049	\$ 1,885,625	\$ 1,930,674	\$ 0.1433	\$ 0.0002	\$ 0.0124	\$ 0.1559
Flavored Milk	1,076,484	35,007	3.2520%	1,041,477	\$ 108,403	\$ 145,911	\$ 254,314	\$ 0.2362	\$ 0.0496	\$ 0.0124	\$ 0.2982
Flavored Reduced Fat Milk	7,550,206	63,660	0.8432%	7,486,546	\$ 197,130	\$ 1,048,865	\$ 1,245,995	\$ 0.1650	\$ 0.0610	\$ 0.0124	\$ 0.2384
Flavored NONFAT Milk	8,415,307	8,238	0.0979%	8,407,069	\$ 25,510	\$ 1,177,830	\$ 1,203,340	\$ 0.1430	\$ 0.0391	\$ 0.0124	\$ 0.1945
Buttermilk	326,458	6,137	1.8799%	320,321	\$ 19,004	\$ 44,877	\$ 63,881	\$ 0.1957	\$ 0.0081	\$ 0.0124	\$ 0.2162
Egg Nog	202,531	11,277	5.5680%	191,254	\$ 34,920	\$ 26,795	\$ 61,715	\$ 0.3047	\$ 0.1716	\$ 0.0124	\$ 0.4887

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

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

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

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

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0138

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2022 to AUGUST 2023

1. Weighted Diesel Fuel Costs - YEAR 2022	\$ 1,821,939
2. Average On-Highway Diesel Price per Gallon - YEAR 2022 (1)	\$ 5.354
3. On-Highway Diesel Price per Gallon - AUGUST 2023 (1)	\$ 4.516
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-15.65%
5. Presumed Diesel Fuel Costs - AUGUST 2023 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,536,772</u>
6. Change in Diesel Fuel Costs from YEAR 2022 to AUGUST 2023 (Line 5 - Line 1)	\$ (285,167)
7. Weighted Delivery Points - YEAR 2022	<u>154,647,491</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0018)</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 1

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2022 to JUNE 2023

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

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1
YEAR 2022 DATA

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 1 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	10,641,427	\$ (0.08672)	\$ (0.00362)	\$ (0.0903)	\$ (960,921)
1/2 GALLON	11,322,253	\$ 0.00268	\$ (0.04689)	\$ (0.0442)	\$ (500,444)
QUART	6,138,230	\$ 0.06049	\$ (0.00816)	\$ 0.0523	\$ 321,029
PINT	5,123,435	\$ 0.02816	\$ 0.05397	\$ 0.0821	\$ 420,634
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	30,078,122	\$ 0.00857	\$ 0.01130	\$ 0.0199	\$ 598,555
4 OUNCE	989,358	\$ 0.01079	\$ 0.01933	\$ 0.0301	\$ 29,780
Bulk per Quart	310,634	\$ 0.34876	\$ (0.05118)	\$ 0.2976	\$ 92,445
					<u>\$ 1,078</u>

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

**WHOLESALE PRICE BUILDUP
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1577	\$ 0.2314	\$ 0.0412	\$ (0.0903)	\$ 1.5128	\$ 3.8528	\$ 0.1397	\$ 3.9925	\$ (0.5068)	\$ 1.0552	\$ 4.5409	\$ 4.3985	\$ 0.1424
	1/2 GALLON	\$ 1.0789	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7564	\$ 1.9850	\$ 0.0720	\$ 2.0570	\$ (0.2534)	\$ 0.5276	\$ 2.3312	\$ 2.2588	\$ 0.0724
	QUART	\$ 0.5394	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3782	\$ 1.1538	\$ 0.0418	\$ 1.1956	\$ (0.1267)	\$ 0.2638	\$ 1.3327	\$ 1.2890	\$ 0.0437
	PINT	\$ 0.2697	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1891	\$ 0.6577	\$ 0.0239	\$ 0.6816	\$ (0.0634)	\$ 0.1319	\$ 0.7501	\$ 0.7265	\$ 0.0236
	12 OUNCE	\$ 0.2023	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1418	\$ 0.3841	\$ 0.0139	\$ 0.3980	\$ (0.0475)	\$ 0.0989	\$ 0.4494	\$ 0.4366	\$ 0.0128
	10 OUNCE	\$ 0.1686	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1182	\$ 0.3201	\$ 0.0116	\$ 0.3317	\$ (0.0396)	\$ 0.0824	\$ 0.3745	\$ 0.3637	\$ 0.0108
	1/2 PINT	\$ 0.1349	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0946	\$ 0.2806	\$ 0.0102	\$ 0.2908	\$ (0.0317)	\$ 0.0660	\$ 0.3251	\$ 0.3175	\$ 0.0076
	4 OUNCE	\$ 0.0674	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0473	\$ 0.1742	\$ 0.0063	\$ 0.1805	\$ (0.0158)	\$ 0.0330	\$ 0.1977	\$ 0.1951	\$ 0.0026
	Bulk per Quart	\$ 0.5394	\$ 0.0807	\$ 0.0103	\$ 0.2976	\$ 0.3782	\$ 1.3062	\$ 0.0474	\$ 1.3536	\$ (0.1267)	\$ 0.2638	\$ 1.4907	\$ 1.1864	\$ 0.3043
REDUCED FAT (2%) MILK	GALLON	\$ 1.8050	\$ 0.2314	\$ 0.0412	\$ (0.0903)	\$ 1.5128	\$ 3.5001	\$ 0.1269	\$ 3.6270	\$ (0.5068)	\$ 1.0552	\$ 4.1754	\$ 4.0454	\$ 0.1300
	1/2 GALLON	\$ 0.9025	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7564	\$ 1.8086	\$ 0.0656	\$ 1.8742	\$ (0.2534)	\$ 0.5276	\$ 2.1484	\$ 2.0822	\$ 0.0662
	QUART	\$ 0.4513	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3782	\$ 1.0657	\$ 0.0387	\$ 1.1044	\$ (0.1267)	\$ 0.2638	\$ 1.2415	\$ 1.2007	\$ 0.0408
	PINT	\$ 0.2256	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1891	\$ 0.6136	\$ 0.0223	\$ 0.6359	\$ (0.0634)	\$ 0.1319	\$ 0.7044	\$ 0.6824	\$ 0.0220
	12 OUNCE	\$ 0.1692	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1418	\$ 0.3510	\$ 0.0127	\$ 0.3637	\$ (0.0475)	\$ 0.0989	\$ 0.4151	\$ 0.4034	\$ 0.0117
	10 OUNCE	\$ 0.1410	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1182	\$ 0.2925	\$ 0.0106	\$ 0.3031	\$ (0.0396)	\$ 0.0824	\$ 0.3459	\$ 0.3362	\$ 0.0097
	1/2 PINT	\$ 0.1128	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0946	\$ 0.2585	\$ 0.0094	\$ 0.2679	\$ (0.0317)	\$ 0.0660	\$ 0.3022	\$ 0.2954	\$ 0.0068
	4 OUNCE	\$ 0.0564	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0473	\$ 0.1632	\$ 0.0059	\$ 0.1691	\$ (0.0158)	\$ 0.0330	\$ 0.1863	\$ 0.1840	\$ 0.0023
	Bulk per Quart	\$ 0.4513	\$ 0.0807	\$ 0.0103	\$ 0.2976	\$ 0.3782	\$ 1.2181	\$ 0.0442	\$ 1.2623	\$ (0.1267)	\$ 0.2638	\$ 1.3994	\$ 1.0981	\$ 0.3013
LOW FAT (1%) MILK	GALLON	\$ 1.5550	\$ 0.2314	\$ 0.0412	\$ (0.0903)	\$ 1.5128	\$ 3.2501	\$ 0.1179	\$ 3.3680	\$ (0.5068)	\$ 1.0552	\$ 3.9164	\$ 3.7855	\$ 0.1309
	1/2 GALLON	\$ 0.7775	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7564	\$ 1.6836	\$ 0.0611	\$ 1.7447	\$ (0.2534)	\$ 0.5276	\$ 2.0189	\$ 1.9522	\$ 0.0667
	QUART	\$ 0.3888	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3782	\$ 1.0032	\$ 0.0364	\$ 1.0396	\$ (0.1267)	\$ 0.2638	\$ 1.1767	\$ 1.1358	\$ 0.0409
	PINT	\$ 0.1944	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1891	\$ 0.5824	\$ 0.0211	\$ 0.6035	\$ (0.0634)	\$ 0.1319	\$ 0.6720	\$ 0.6500	\$ 0.0220
	12 OUNCE	\$ 0.1458	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1418	\$ 0.3276	\$ 0.0119	\$ 0.3395	\$ (0.0475)	\$ 0.0989	\$ 0.3909	\$ 0.3791	\$ 0.0118
	10 OUNCE	\$ 0.1215	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1182	\$ 0.2730	\$ 0.0099	\$ 0.2829	\$ (0.0396)	\$ 0.0824	\$ 0.3257	\$ 0.3159	\$ 0.0098
	1/2 PINT	\$ 0.0972	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0946	\$ 0.2429	\$ 0.0088	\$ 0.2517	\$ (0.0317)	\$ 0.0660	\$ 0.2860	\$ 0.2792	\$ 0.0068
	4 OUNCE	\$ 0.0486	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0473	\$ 0.1554	\$ 0.0056	\$ 0.1610	\$ (0.0158)	\$ 0.0330	\$ 0.1782	\$ 0.1760	\$ 0.0022
	Bulk per Quart	\$ 0.3888	\$ 0.0807	\$ 0.0103	\$ 0.2976	\$ 0.3782	\$ 1.1556	\$ 0.0419	\$ 1.1975	\$ (0.1267)	\$ 0.2638	\$ 1.3346	\$ 1.0332	\$ 0.3014
NON FAT (SKIM) MILK	GALLON	\$ 1.3454	\$ 0.2314	\$ 0.0412	\$ (0.0903)	\$ 1.5128	\$ 3.0405	\$ 0.1103	\$ 3.1508	\$ (0.5068)	\$ 1.0552	\$ 3.6992	\$ 3.5709	\$ 0.1283
	1/2 GALLON	\$ 0.6727	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7564	\$ 1.5788	\$ 0.0573	\$ 1.6361	\$ (0.2534)	\$ 0.5276	\$ 1.9103	\$ 1.8450	\$ 0.0653
	QUART	\$ 0.3364	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3782	\$ 0.9508	\$ 0.0345	\$ 0.9853	\$ (0.1267)	\$ 0.2638	\$ 1.1224	\$ 1.0821	\$ 0.0403
	PINT	\$ 0.1682	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1891	\$ 0.5562	\$ 0.0202	\$ 0.5764	\$ (0.0634)	\$ 0.1319	\$ 0.6449	\$ 0.6231	\$ 0.0218
	12 OUNCE	\$ 0.1261	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1418	\$ 0.3079	\$ 0.0112	\$ 0.3191	\$ (0.0475)	\$ 0.0989	\$ 0.3705	\$ 0.3590	\$ 0.0115
	10 OUNCE	\$ 0.1051	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1182	\$ 0.2566	\$ 0.0093	\$ 0.2659	\$ (0.0396)	\$ 0.0824	\$ 0.3087	\$ 0.2991	\$ 0.0096
	1/2 PINT	\$ 0.0841	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0946	\$ 0.2298	\$ 0.0083	\$ 0.2381	\$ (0.0317)	\$ 0.0660	\$ 0.2724	\$ 0.2658	\$ 0.0066
	4 OUNCE	\$ 0.0420	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0473	\$ 0.1488	\$ 0.0054	\$ 0.1542	\$ (0.0158)	\$ 0.0330	\$ 0.1714	\$ 0.1692	\$ 0.0022
	Bulk per Quart	\$ 0.3364	\$ 0.0807	\$ 0.0103	\$ 0.2976	\$ 0.3782	\$ 1.1032	\$ 0.0400	\$ 1.1432	\$ (0.1267)	\$ 0.2638	\$ 1.2803	\$ 0.9795	\$ 0.3008

Footnote:

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

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

**WHOLESALE PRICE BUILDUP
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.3856	\$ 0.2314	\$ 0.0412	\$ (0.0903)	\$ 1.5128	\$ 4.0807	\$ 0.1480	\$ 4.2287	\$ (0.5068)	\$ 1.0552	\$ 4.7771	\$ 4.7060	\$ 0.0711
	1/2 GALLON	\$ 1.1928	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7564	\$ 2.0989	\$ 0.0761	\$ 2.1750	\$ (0.2534)	\$ 0.5276	\$ 2.4492	\$ 2.4125	\$ 0.0367
	QUART	\$ 0.5964	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3782	\$ 1.2108	\$ 0.0439	\$ 1.2547	\$ (0.1267)	\$ 0.2638	\$ 1.3918	\$ 1.3659	\$ 0.0259
	PINT	\$ 0.2982	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1891	\$ 0.6862	\$ 0.0249	\$ 0.7111	\$ (0.0634)	\$ 0.1319	\$ 0.7796	\$ 0.7650	\$ 0.0146
	12 OUNCE	\$ 0.2237	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1418	\$ 0.4055	\$ 0.0147	\$ 0.4202	\$ (0.0475)	\$ 0.0989	\$ 0.4716	\$ 0.4654	\$ 0.0062
	10 OUNCE	\$ 0.1864	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1182	\$ 0.3379	\$ 0.0123	\$ 0.3502	\$ (0.0396)	\$ 0.0824	\$ 0.3930	\$ 0.3878	\$ 0.0052
	1/2 PINT	\$ 0.1491	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0946	\$ 0.2948	\$ 0.0107	\$ 0.3055	\$ (0.0317)	\$ 0.0660	\$ 0.3398	\$ 0.3368	\$ 0.0030
	4 OUNCE	\$ 0.0746	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0473	\$ 0.1814	\$ 0.0066	\$ 0.1880	\$ (0.0158)	\$ 0.0330	\$ 0.2052	\$ 0.2047	\$ 0.0005
	Bulk per Quart	\$ 0.5964	\$ 0.0807	\$ 0.0103	\$ 0.2976	\$ 0.3782	\$ 1.3632	\$ 0.0494	\$ 1.4126	\$ (0.1267)	\$ 0.2638	\$ 1.5497	\$ 1.2633	\$ 0.2864
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9072	\$ 0.2314	\$ 0.0412	\$ (0.0903)	\$ 1.5128	\$ 3.6023	\$ 0.1307	\$ 3.7330	\$ (0.5068)	\$ 1.0552	\$ 4.2814	\$ 4.0635	\$ 0.2179
	1/2 GALLON	\$ 0.9536	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7564	\$ 1.8597	\$ 0.0675	\$ 1.9272	\$ (0.2534)	\$ 0.5276	\$ 2.2014	\$ 2.0913	\$ 0.1101
	QUART	\$ 0.4768	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3782	\$ 1.0912	\$ 0.0396	\$ 1.1308	\$ (0.1267)	\$ 0.2638	\$ 1.2679	\$ 1.2053	\$ 0.0626
	PINT	\$ 0.2384	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1891	\$ 0.6264	\$ 0.0227	\$ 0.6491	\$ (0.0634)	\$ 0.1319	\$ 0.7176	\$ 0.6847	\$ 0.0329
	12 OUNCE	\$ 0.1788	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1418	\$ 0.3606	\$ 0.0131	\$ 0.3737	\$ (0.0475)	\$ 0.0989	\$ 0.4251	\$ 0.4052	\$ 0.0199
	10 OUNCE	\$ 0.1490	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1182	\$ 0.3005	\$ 0.0109	\$ 0.3114	\$ (0.0396)	\$ 0.0824	\$ 0.3542	\$ 0.3376	\$ 0.0166
	1/2 PINT	\$ 0.1192	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0946	\$ 0.2649	\$ 0.0096	\$ 0.2745	\$ (0.0317)	\$ 0.0660	\$ 0.3088	\$ 0.2966	\$ 0.0122
	4 OUNCE	\$ 0.0596	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0473	\$ 0.1664	\$ 0.0060	\$ 0.1724	\$ (0.0158)	\$ 0.0330	\$ 0.1896	\$ 0.1847	\$ 0.0049
	Bulk per Quart	\$ 0.4768	\$ 0.0807	\$ 0.0103	\$ 0.2976	\$ 0.3782	\$ 1.2436	\$ 0.0451	\$ 1.2887	\$ (0.1267)	\$ 0.2638	\$ 1.4258	\$ 1.1027	\$ 0.3231
FLAVORED NONFAT MILK	GALLON	\$ 1.5560	\$ 0.2314	\$ 0.0412	\$ (0.0903)	\$ 1.5128	\$ 3.2511	\$ 0.1179	\$ 3.3690	\$ (0.5068)	\$ 1.0552	\$ 3.9174	\$ 3.7601	\$ 0.1573
	1/2 GALLON	\$ 0.7780	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7564	\$ 1.6841	\$ 0.0611	\$ 1.7452	\$ (0.2534)	\$ 0.5276	\$ 2.0194	\$ 1.9396	\$ 0.0798
	QUART	\$ 0.3890	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3782	\$ 1.0034	\$ 0.0364	\$ 1.0398	\$ (0.1267)	\$ 0.2638	\$ 1.1769	\$ 1.1294	\$ 0.0475
	PINT	\$ 0.1945	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1891	\$ 0.5825	\$ 0.0211	\$ 0.6036	\$ (0.0634)	\$ 0.1319	\$ 0.6721	\$ 0.6467	\$ 0.0254
	12 OUNCE	\$ 0.1459	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1418	\$ 0.3277	\$ 0.0119	\$ 0.3396	\$ (0.0475)	\$ 0.0989	\$ 0.3910	\$ 0.3767	\$ 0.0143
	10 OUNCE	\$ 0.1216	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1182	\$ 0.2731	\$ 0.0099	\$ 0.2830	\$ (0.0396)	\$ 0.0824	\$ 0.3258	\$ 0.3139	\$ 0.0119
	1/2 PINT	\$ 0.0973	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0946	\$ 0.2430	\$ 0.0088	\$ 0.2518	\$ (0.0317)	\$ 0.0660	\$ 0.2861	\$ 0.2776	\$ 0.0085
	4 OUNCE	\$ 0.0486	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0473	\$ 0.1554	\$ 0.0056	\$ 0.1610	\$ (0.0158)	\$ 0.0330	\$ 0.1782	\$ 0.1751	\$ 0.0031
	Bulk per Quart	\$ 0.3890	\$ 0.0807	\$ 0.0103	\$ 0.2976	\$ 0.3782	\$ 1.1558	\$ 0.0419	\$ 1.1977	\$ (0.1267)	\$ 0.2638	\$ 1.3348	\$ 1.0268	\$ 0.3080
BUTTERMILK	GALLON	\$ 1.8636	\$ 0.2314	\$ 0.0412	\$ (0.0903)	\$ 1.5128	\$ 3.5587	\$ 0.1291	\$ 3.6878	\$ (0.5068)	\$ 1.0552	\$ 4.2362	\$ 4.0999	\$ 0.1363
	1/2 GALLON	\$ 0.9318	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7564	\$ 1.8379	\$ 0.0667	\$ 1.9046	\$ (0.2534)	\$ 0.5276	\$ 2.1788	\$ 2.1094	\$ 0.0694
	QUART	\$ 0.4659	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3782	\$ 1.0803	\$ 0.0392	\$ 1.1195	\$ (0.1267)	\$ 0.2638	\$ 1.2566	\$ 1.2144	\$ 0.0422
	PINT	\$ 0.2330	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1891	\$ 0.6210	\$ 0.0225	\$ 0.6435	\$ (0.0634)	\$ 0.1319	\$ 0.7120	\$ 0.6892	\$ 0.0228
	12 OUNCE	\$ 0.1747	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1418	\$ 0.3565	\$ 0.0129	\$ 0.3694	\$ (0.0475)	\$ 0.0989	\$ 0.4208	\$ 0.4085	\$ 0.0123
	10 OUNCE	\$ 0.1456	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1182	\$ 0.2971	\$ 0.0108	\$ 0.3079	\$ (0.0396)	\$ 0.0824	\$ 0.3507	\$ 0.3404	\$ 0.0103
	1/2 PINT	\$ 0.1165	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0946	\$ 0.2622	\$ 0.0095	\$ 0.2717	\$ (0.0317)	\$ 0.0660	\$ 0.3060	\$ 0.2989	\$ 0.0071
	4 OUNCE	\$ 0.0582	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0473	\$ 0.1650	\$ 0.0060	\$ 0.1710	\$ (0.0158)	\$ 0.0330	\$ 0.1882	\$ 0.1857	\$ 0.0025
	Bulk per Quart	\$ 0.4659	\$ 0.0807	\$ 0.0103	\$ 0.2976	\$ 0.3782	\$ 1.2327	\$ 0.0447	\$ 1.2774	\$ (0.1267)	\$ 0.2638	\$ 1.4145	\$ 1.1118	\$ 0.3027

Footnote:

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

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

**WHOLESALE PRICE BUILDUP
OCTOBER 2023 MILK PRICES**

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

EGG NOG	GALLON	\$ 3.9096	\$ 0.2314	\$ 0.0412	\$ (0.0903)	\$ 1.5128	\$ 5.6047	\$ 0.2033	\$ 5.8080	\$ (0.5068)	\$ 1.0552	\$ 6.3564	\$ 6.2778	\$ 0.0786
	1/2 GALLON	\$ 1.9548	\$ 0.1733	\$ 0.0206	\$ (0.0442)	\$ 0.7564	\$ 2.8609	\$ 0.1038	\$ 2.9647	\$ (0.2534)	\$ 0.5276	\$ 3.2389	\$ 3.1984	\$ 0.0405
	QUART	\$ 0.9774	\$ 0.1736	\$ 0.0103	\$ 0.0523	\$ 0.3782	\$ 1.5918	\$ 0.0577	\$ 1.6495	\$ (0.1267)	\$ 0.2638	\$ 1.7866	\$ 1.7589	\$ 0.0277
	PINT	\$ 0.4887	\$ 0.1117	\$ 0.0051	\$ 0.0821	\$ 0.1891	\$ 0.8767	\$ 0.0318	\$ 0.9085	\$ (0.0634)	\$ 0.1319	\$ 0.9770	\$ 0.9615	\$ 0.0155
	12 OUNCE	\$ 0.3665	\$ 0.0361	\$ 0.0039	\$ -	\$ 0.1418	\$ 0.5483	\$ 0.0199	\$ 0.5682	\$ (0.0475)	\$ 0.0989	\$ 0.6196	\$ 0.6127	\$ 0.0069
	10 OUNCE	\$ 0.3054	\$ 0.0301	\$ 0.0032	\$ -	\$ 0.1182	\$ 0.4569	\$ 0.0166	\$ 0.4735	\$ (0.0396)	\$ 0.0824	\$ 0.5163	\$ 0.5106	\$ 0.0057
	1/2 PINT	\$ 0.2444	\$ 0.0286	\$ 0.0026	\$ 0.0199	\$ 0.0946	\$ 0.3901	\$ 0.0142	\$ 0.4043	\$ (0.0317)	\$ 0.0660	\$ 0.4386	\$ 0.4350	\$ 0.0036
	4 OUNCE	\$ 0.1222	\$ 0.0281	\$ 0.0013	\$ 0.0301	\$ 0.0473	\$ 0.2290	\$ 0.0083	\$ 0.2373	\$ (0.0158)	\$ 0.0330	\$ 0.2545	\$ 0.2538	\$ 0.0007
	Bulk per Quart	\$ 0.9774	\$ 0.0807	\$ 0.0103	\$ 0.2976	\$ 0.3782	\$ 1.7442	\$ 0.0633	\$ 1.8075	\$ (0.1267)	\$ 0.2638	\$ 1.9446	\$ 1.6563	\$ 0.2883

Footnote:

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

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

**RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 4.5409	\$ (0.6811)	\$ 0.8088	\$ 0.1197	\$ 4.79	\$ 4.66 \$ 0.13
	1/2 GALLON	\$ 2.3312	\$ (0.3497)	\$ 0.4106	\$ 0.0613	\$ 2.45	\$ 2.39 \$ 0.06
	QUART	\$ 1.3327	\$ (0.1999)	\$ 0.2665	\$ 0.0359	\$ 1.44	\$ 1.40 \$ 0.04
	PINT	\$ 0.7501	\$ (0.1125)	\$ 0.2329	\$ 0.0223	\$ 0.89	\$ 0.87 \$ 0.02
	12 OUNCE	\$ 0.4494	\$ (0.0674)	\$ 0.1747	\$ 0.0143	\$ 0.57	\$ 0.56 \$ 0.01
	10 OUNCE	\$ 0.3745	\$ (0.0562)	\$ 0.1456	\$ 0.0119	\$ 0.48	\$ 0.47 \$ 0.01
	1/2 PINT	\$ 0.3251	\$ (0.0488)	\$ 0.1226	\$ 0.0102	\$ 0.41	\$ 0.40 \$ 0.01
	4 OUNCE	\$ 0.1977	\$ (0.0297)	\$ 0.0613	\$ 0.0059	\$ 0.24	\$ 0.23 \$ 0.01
	Bulk per Quart	\$ 1.4907	\$ (0.2236)	\$ 0.2665	\$ 0.0393	\$ 1.57	\$ 1.31 \$ 0.26
	REDUCED FAT (2%) MILK	GALLON	\$ 4.1754	\$ (0.6263)	\$ 0.8088	\$ 0.1117	\$ 4.47
1/2 GALLON		\$ 2.1484	\$ (0.3223)	\$ 0.4106	\$ 0.0574	\$ 2.29	\$ 2.24 \$ 0.05
QUART		\$ 1.2415	\$ (0.1862)	\$ 0.2665	\$ 0.0339	\$ 1.36	\$ 1.32 \$ 0.04
PINT		\$ 0.7044	\$ (0.1057)	\$ 0.2329	\$ 0.0213	\$ 0.85	\$ 0.83 \$ 0.02
12 OUNCE		\$ 0.4151	\$ (0.0623)	\$ 0.1747	\$ 0.0135	\$ 0.54	\$ 0.53 \$ 0.01
10 OUNCE		\$ 0.3459	\$ (0.0519)	\$ 0.1456	\$ 0.0113	\$ 0.45	\$ 0.44 \$ 0.01
1/2 PINT		\$ 0.3022	\$ (0.0453)	\$ 0.1226	\$ 0.0097	\$ 0.39	\$ 0.38 \$ 0.01
4 OUNCE		\$ 0.1863	\$ (0.0279)	\$ 0.0613	\$ 0.0056	\$ 0.23	\$ 0.22 \$ 0.01
Bulk per Quart		\$ 1.3994	\$ (0.2099)	\$ 0.2665	\$ 0.0373	\$ 1.49	\$ 1.23 \$ 0.26
LOW FAT (1%) MILK		GALLON	\$ 3.9164	\$ (0.5875)	\$ 0.8088	\$ 0.1061	\$ 4.24
	1/2 GALLON	\$ 2.0189	\$ (0.3028)	\$ 0.4106	\$ 0.0545	\$ 2.18	\$ 2.12 \$ 0.06
	QUART	\$ 1.1767	\$ (0.1765)	\$ 0.2665	\$ 0.0325	\$ 1.30	\$ 1.26 \$ 0.04
	PINT	\$ 0.6720	\$ (0.1008)	\$ 0.2329	\$ 0.0206	\$ 0.82	\$ 0.81 \$ 0.01
	12 OUNCE	\$ 0.3909	\$ (0.0586)	\$ 0.1747	\$ 0.0130	\$ 0.52	\$ 0.51 \$ 0.01
	10 OUNCE	\$ 0.3257	\$ (0.0489)	\$ 0.1456	\$ 0.0108	\$ 0.43	\$ 0.42 \$ 0.01
	1/2 PINT	\$ 0.2860	\$ (0.0429)	\$ 0.1226	\$ 0.0094	\$ 0.38	\$ 0.37 \$ 0.01
	4 OUNCE	\$ 0.1782	\$ (0.0267)	\$ 0.0613	\$ 0.0055	\$ 0.22	\$ 0.22 \$ -
	Bulk per Quart	\$ 1.3346	\$ (0.2002)	\$ 0.2665	\$ 0.0359	\$ 1.44	\$ 1.17 \$ 0.27
	NON FAT (SKIM) MILK	GALLON	\$ 3.6992	\$ (0.5549)	\$ 0.8088	\$ 0.1014	\$ 4.05
1/2 GALLON		\$ 1.9103	\$ (0.2865)	\$ 0.4106	\$ 0.0522	\$ 2.09	\$ 2.03 \$ 0.06
QUART		\$ 1.1224	\$ (0.1684)	\$ 0.2665	\$ 0.0313	\$ 1.25	\$ 1.22 \$ 0.03
PINT		\$ 0.6449	\$ (0.0967)	\$ 0.2329	\$ 0.0200	\$ 0.80	\$ 0.78 \$ 0.02
12 OUNCE		\$ 0.3705	\$ (0.0556)	\$ 0.1747	\$ 0.0126	\$ 0.50	\$ 0.49 \$ 0.01
10 OUNCE		\$ 0.3087	\$ (0.0463)	\$ 0.1456	\$ 0.0105	\$ 0.42	\$ 0.41 \$ 0.01
1/2 PINT		\$ 0.2724	\$ (0.0409)	\$ 0.1226	\$ 0.0091	\$ 0.36	\$ 0.36 \$ -
4 OUNCE		\$ 0.1714	\$ (0.0257)	\$ 0.0613	\$ 0.0053	\$ 0.21	\$ 0.21 \$ -
Bulk per Quart		\$ 1.2803	\$ (0.1920)	\$ 0.2665	\$ 0.0347	\$ 1.39	\$ 1.13 \$ 0.26

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

**RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.7771	\$ (0.7166)	\$ 0.8088	\$ 0.1249	\$ 4.99	\$ 4.93	\$ 0.06
	1/2 GALLON	\$ 2.4492	\$ (0.3674)	\$ 0.4106	\$ 0.0639	\$ 2.56	\$ 2.52	\$ 0.04
	QUART	\$ 1.3918	\$ (0.2088)	\$ 0.2665	\$ 0.0372	\$ 1.49	\$ 1.46	\$ 0.03
	PINT	\$ 0.7796	\$ (0.1169)	\$ 0.2329	\$ 0.0230	\$ 0.92	\$ 0.91	\$ 0.01
	12 OUNCE	\$ 0.4716	\$ (0.0707)	\$ 0.1747	\$ 0.0148	\$ 0.59	\$ 0.58	\$ 0.01
	10 OUNCE	\$ 0.3930	\$ (0.0590)	\$ 0.1456	\$ 0.0123	\$ 0.49	\$ 0.49	\$ -
	1/2 PINT	\$ 0.3398	\$ (0.0510)	\$ 0.1226	\$ 0.0105	\$ 0.42	\$ 0.42	\$ -
	4 OUNCE	\$ 0.2052	\$ (0.0308)	\$ 0.0613	\$ 0.0060	\$ 0.24	\$ 0.24	\$ -
	Bulk per Quart	\$ 1.5497	\$ (0.2325)	\$ 0.2665	\$ 0.0406	\$ 1.62	\$ 1.37	\$ 0.25
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.2814	\$ (0.6422)	\$ 0.8088	\$ 0.1141	\$ 4.56	\$ 4.37	\$ 0.19
	1/2 GALLON	\$ 2.2014	\$ (0.3302)	\$ 0.4106	\$ 0.0585	\$ 2.34	\$ 2.24	\$ 0.10
	QUART	\$ 1.2679	\$ (0.1902)	\$ 0.2665	\$ 0.0345	\$ 1.38	\$ 1.32	\$ 0.06
	PINT	\$ 0.7176	\$ (0.1076)	\$ 0.2329	\$ 0.0216	\$ 0.86	\$ 0.84	\$ 0.02
	12 OUNCE	\$ 0.4251	\$ (0.0638)	\$ 0.1747	\$ 0.0137	\$ 0.55	\$ 0.53	\$ 0.02
	10 OUNCE	\$ 0.3542	\$ (0.0531)	\$ 0.1456	\$ 0.0115	\$ 0.46	\$ 0.44	\$ 0.02
	1/2 PINT	\$ 0.3088	\$ (0.0463)	\$ 0.1226	\$ 0.0099	\$ 0.40	\$ 0.38	\$ 0.02
	4 OUNCE	\$ 0.1896	\$ (0.0284)	\$ 0.0613	\$ 0.0057	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.4258	\$ (0.2139)	\$ 0.2665	\$ 0.0379	\$ 1.52	\$ 1.23	\$ 0.29
FLAVORED NONFAT MILK	GALLON	\$ 3.9174	\$ (0.5876)	\$ 0.8088	\$ 0.1061	\$ 4.24	\$ 4.11	\$ 0.13
	1/2 GALLON	\$ 2.0194	\$ (0.3029)	\$ 0.4106	\$ 0.0545	\$ 2.18	\$ 2.11	\$ 0.07
	QUART	\$ 1.1769	\$ (0.1765)	\$ 0.2665	\$ 0.0325	\$ 1.30	\$ 1.26	\$ 0.04
	PINT	\$ 0.6721	\$ (0.1008)	\$ 0.2329	\$ 0.0206	\$ 0.82	\$ 0.80	\$ 0.02
	12 OUNCE	\$ 0.3910	\$ (0.0587)	\$ 0.1747	\$ 0.0130	\$ 0.52	\$ 0.51	\$ 0.01
	10 OUNCE	\$ 0.3258	\$ (0.0489)	\$ 0.1456	\$ 0.0108	\$ 0.43	\$ 0.42	\$ 0.01
	1/2 PINT	\$ 0.2861	\$ (0.0429)	\$ 0.1226	\$ 0.0094	\$ 0.38	\$ 0.37	\$ 0.01
	4 OUNCE	\$ 0.1782	\$ (0.0267)	\$ 0.0613	\$ 0.0055	\$ 0.22	\$ 0.22	\$ -
	Bulk per Quart	\$ 1.3348	\$ (0.2002)	\$ 0.2665	\$ 0.0359	\$ 1.44	\$ 1.17	\$ 0.27
BUTTERMILK	GALLON	\$ 4.2362	\$ (0.6354)	\$ 0.8088	\$ 0.1131	\$ 4.52	\$ 4.40	\$ 0.12
	1/2 GALLON	\$ 2.1788	\$ (0.3268)	\$ 0.4106	\$ 0.0580	\$ 2.32	\$ 2.26	\$ 0.06
	QUART	\$ 1.2566	\$ (0.1885)	\$ 0.2665	\$ 0.0342	\$ 1.37	\$ 1.33	\$ 0.04
	PINT	\$ 0.7120	\$ (0.1068)	\$ 0.2329	\$ 0.0215	\$ 0.86	\$ 0.84	\$ 0.02
	12 OUNCE	\$ 0.4208	\$ (0.0631)	\$ 0.1747	\$ 0.0137	\$ 0.55	\$ 0.54	\$ 0.01
	10 OUNCE	\$ 0.3507	\$ (0.0526)	\$ 0.1456	\$ 0.0114	\$ 0.46	\$ 0.45	\$ 0.01
	1/2 PINT	\$ 0.3060	\$ (0.0459)	\$ 0.1226	\$ 0.0098	\$ 0.39	\$ 0.39	\$ -
	4 OUNCE	\$ 0.1882	\$ (0.0282)	\$ 0.0613	\$ 0.0057	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.4145	\$ (0.2122)	\$ 0.2665	\$ 0.0377	\$ 1.51	\$ 1.24	\$ 0.27

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

**RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.3564	\$ (0.9535)	\$ 0.8088	\$ 0.1593	\$ 6.37	\$ 6.30	\$ 0.07
	1/2 GALLON	\$ 3.2389	\$ (0.4858)	\$ 0.4106	\$ 0.0811	\$ 3.24	\$ 3.21	\$ 0.03
	QUART	\$ 1.7866	\$ (0.2680)	\$ 0.2665	\$ 0.0458	\$ 1.83	\$ 1.81	\$ 0.02
	PINT	\$ 0.9770	\$ (0.1466)	\$ 0.2329	\$ 0.0273	\$ 1.09	\$ 1.08	\$ 0.01
	12 OUNCE	\$ 0.6196	\$ (0.0929)	\$ 0.1747	\$ 0.0180	\$ 0.72	\$ 0.71	\$ 0.01
	10 OUNCE	\$ 0.5163	\$ (0.0774)	\$ 0.1456	\$ 0.0150	\$ 0.60	\$ 0.59	\$ 0.01
	1/2 PINT	\$ 0.4386	\$ (0.0658)	\$ 0.1226	\$ 0.0127	\$ 0.51	\$ 0.50	\$ 0.01
	4 OUNCE	\$ 0.2545	\$ (0.0382)	\$ 0.0613	\$ 0.0071	\$ 0.28	\$ 0.28	\$ -
	Bulk per Quart	\$ 1.9446	\$ (0.2917)	\$ 0.2665	\$ 0.0492	\$ 1.97	\$ 1.72	\$ 0.25