

Pennsylvania Milk Marketing Board
SALES INTO PMMB AREA 4 BY TYPE OF MILK
Year 2022 Data

Item (1)	All Dealers Selling into Area (%)	Area 4 CRH Cross-section Dealers (2) Selling into Area (%)
Standard Milk	35.34	39.24
Reduced Fat 2%	30.96	33.11
Lowfat Milk 1%	8.88	8.93
Nonfat Milk	6.32	4.52
Mixed Milk	3.76	0.84
TOTALS	85.27	86.64

Footnotes:

1.) Top 5 selling controlled milk products for Area 4 based on Year 2022 sales.

2.) Area 4 CRH Cross-Section Dealers:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,008,674	154,456,739	\$ 0.0195
Standardization & Pasteurization	\$ 5,029,708	302,832,448	\$ 0.0166
Bottling	\$ 13,232,185	271,120,102	\$ 0.0488
Cold Room	\$ 12,685,613	280,496,676	\$ 0.0452
Delivery	\$ 14,815,924	111,228,312	\$ 0.1332
Selling	\$ 4,923,892	144,017,585	\$ 0.0342

Total Cost per Point **\$ 0.2975**

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

**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	\$ 167,470	621,455	\$ 0.2695			
		Purchased	\$ 3,740,473	16,751,319	\$ 0.2233			
			\$ 3,907,943	17,372,774	\$ 0.2249	\$ 0.2205	1.15%	\$ 0.2230
1/2 GALLON	Plastic	Blow Molded	\$ -	-	#DIV/0!			
		Purchased	\$ 2,168,280	11,887,712	\$ 0.1824			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,168,280	11,887,712	\$ 0.1824	\$ 0.1780	1.22%	\$ 0.1802
QUART	Plastic	Purchased	\$ 375,429	1,588,068	\$ 0.2364			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 375,429	1,588,068	\$ 0.2364	\$ 0.2369	1.57%	\$ 0.2406
PINT	Plastic	Purchased	\$ 1,466,634	8,870,444	\$ 0.1653			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,466,634	8,870,444	\$ 0.1653	\$ 0.1650	1.62%	\$ 0.1677
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	\$ 214,994	2,367,258	\$ 0.0908	\$ 0.0902	0.92%	\$ 0.0910
	Paper	Purchased	\$ 1,254,701	39,138,012	\$ 0.0321	\$ 0.0312	0.85%	\$ 0.0315
4 Ounce	Paper	Purchased	\$ 22,620	694,907	\$ 0.0326	\$ 0.0326	1.53%	\$ 0.0331
Bulk Per Quart		Purchased	\$ 41,156	564,317	\$ 0.0729	\$ 0.0729	1.30%	\$ 0.0738

Footnote:

1. None of the Area 4 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 4

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 2,779	91,895,930	\$ -
Reduced Fat (2%) Milk	\$ 8,320	77,183,072	\$ 0.0001
Low Fat (1%) Milk	\$ 2,486	20,784,223	\$ 0.0001
Non Fat (Skim) Milk	\$ 33,453	10,175,422	\$ 0.0033
Flavored Milk	\$ 573,886	10,003,046	\$ 0.0574
Flavored Reduced Fat Milk	\$ 452,471	8,945,757	\$ 0.0506
Flavored NONFAT Milk	\$ 300,184	9,141,069	\$ 0.0328
Buttermilk	\$ 1,419	29,054	\$ 0.0488
Egg Nog	\$ 189,244	571,959	\$ 0.3309

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

**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	14,021,968	13,502,046	n/a	\$ 3,397,348	n/a	\$ 3,397,348	\$ 1,358,751
2 Bulk MILK - diverted	22,074,561	851,917	\$ 5,675,892	\$ 5,711,522	n/a	\$ 35,630	\$ 5,294
3 Bulk MILK - transferred	1,676,360	2,313	\$ 107,591	\$ 263,356	\$ 41,958	\$ 197,723	\$ 16,375
4 Bulk MILK - TOTAL (Rows 2 + 3)	23,750,921	854,230	\$ 5,783,483	\$ 5,974,878	\$ 41,958	\$ 233,353	\$ 21,669
5 Bulk CREAM - transferred	17,078,724	7,292,397	\$ 27,548,483	\$ 25,264,488	\$ 466,621	\$ (1,817,374)	\$ (1,088,175)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,358,751		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 21,669		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,088,175)		
9 Total	\$ 292,245	281,238,809	\$ 0.0010

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

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

	Class I
Skim Rate	\$ 13.90
Butterfat Rate	\$ 3.0955

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	91,895,930	3,034,974	3.3026%	88,860,956	\$ 9,394,762	\$ 12,351,673	\$ 21,746,435	\$ 0.2366	\$ -	\$ 0.0010	\$ 0.2376
Reduced Fat (2%) Milk	77,183,072	1,490,055	1.9305%	75,693,017	\$ 4,612,465	\$ 10,521,329	\$ 15,133,794	\$ 0.1961	\$ 0.0001	\$ 0.0010	\$ 0.1972
Low Fat (1%) Milk	20,784,223	199,768	0.9612%	20,584,455	\$ 618,382	\$ 2,861,239	\$ 3,479,621	\$ 0.1674	\$ 0.0001	\$ 0.0010	\$ 0.1685
Non Fat (Skim) Milk	10,175,422	8,627	0.0848%	10,166,795	\$ 26,705	\$ 1,413,185	\$ 1,439,890	\$ 0.1415	\$ 0.0033	\$ 0.0010	\$ 0.1458
Flavored Milk	10,003,046	315,680	3.1558%	9,687,366	\$ 977,187	\$ 1,346,544	\$ 2,323,731	\$ 0.2323	\$ 0.0574	\$ 0.0010	\$ 0.2907
Flavored Reduced Fat Milk	8,945,757	106,541	1.1910%	8,839,216	\$ 329,798	\$ 1,228,651	\$ 1,558,449	\$ 0.1742	\$ 0.0506	\$ 0.0010	\$ 0.2258
Flavored NONFAT Milk	9,141,069	11,330	0.1239%	9,129,739	\$ 35,072	\$ 1,269,034	\$ 1,304,106	\$ 0.1427	\$ 0.0328	\$ 0.0010	\$ 0.1765
Buttermilk	29,054	291	1.0016%	28,763	\$ 901	\$ 3,998	\$ 4,899	\$ 0.1686	\$ 0.0488	\$ 0.0010	\$ 0.2184
Egg Nog	571,959	37,621	6.5776%	534,338	\$ 116,456	\$ 74,273	\$ 190,729	\$ 0.3335	\$ 0.3309	\$ 0.0010	\$ 0.6654

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

**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 ST HALF COST per POINT		INCREASE (DECREASE)
2023	2022	2023	2022	2023	2022	

WEIGHTED LABOR COSTS	\$ 17,754,270	\$ 18,293,593	127,944,463	141,737,317	\$ 0.1388	\$ 0.1291	\$ 0.0097
WEIGHTED UTILITY COSTS	\$ 1,018,656	\$ 1,237,289	127,944,463	141,737,317	\$ 0.0080	\$ 0.0087	\$ (0.0007)
WEIGHTED INSURANCE COSTS	\$ 804,121	\$ 719,664	127,944,463	141,737,317	\$ 0.0063	\$ 0.0051	\$ 0.0012

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0102

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2022 to AUGUST 2023

1. Weighted Diesel Fuel Costs - YEAR 2022	\$ 2,372,380
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>\$ 2,001,059</u>
6. Change in Diesel Fuel Costs from YEAR 2022 to AUGUST 2023 (Line 5 - Line 1)	\$ (371,321)
7. Weighted Delivery Points - YEAR 2022	<u>111,228,312</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0033)</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 2022 to JUNE 2023

1. Weighted Heating Fuel Costs - YEAR 2022	\$ 349,819
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>\$ 263,204</u>
6. Change in Heating Fuel Costs from YEAR 2022 to JUNE 2023 (Line 5 - Line 1)	\$ (86,615)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2022	<u>302,832,448</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ (0.0003)</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 2022 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	17,372,774	\$ (0.06646)	\$ (0.02169)	\$ (0.0882)	\$ (1,532,279)
1/2 GALLON	11,887,712	\$ (0.00565)	\$ (0.05043)	\$ (0.0561)	\$ (666,901)
QUART	1,588,068	\$ 0.05940	\$ (0.01458)	\$ 0.0448	\$ 71,145
PINT	8,870,444	\$ 0.04486	\$ 0.06894	\$ 0.1138	\$ 1,009,457
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	41,505,270	\$ 0.01597	\$ 0.00867	\$ 0.0246	\$ 1,021,030
4 OUNCE	694,907	\$ 0.01881	\$ 0.01909	\$ 0.0379	\$ 26,337
Bulk per Quart	564,317	\$ 0.09473	\$ 0.02622	\$ 0.1210	\$ 68,282
					<u>\$ (2,929)</u>

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

**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	\$ 2.0434	\$ 0.2230	\$ 0.0224	\$ (0.0882)	\$ 1.1900	\$ 3.3906	\$ 0.1230	\$ 3.5136	\$ (0.4352)	\$ 0.9664	\$ 4.0448	\$ 3.9144	\$ 0.1304
	1/2 GALLON	\$ 1.0217	\$ 0.1802	\$ 0.0112	\$ (0.0561)	\$ 0.5950	\$ 1.7520	\$ 0.0635	\$ 1.8155	\$ (0.2176)	\$ 0.4832	\$ 2.0811	\$ 2.0196	\$ 0.0615
	QUART	\$ 0.5108	\$ 0.2406	\$ 0.0056	\$ 0.0448	\$ 0.2975	\$ 1.0993	\$ 0.0399	\$ 1.1392	\$ (0.1088)	\$ 0.2416	\$ 1.2720	\$ 1.2334	\$ 0.0386
	PINT	\$ 0.2554	\$ 0.1677	\$ 0.0028	\$ 0.1138	\$ 0.1488	\$ 0.6885	\$ 0.0250	\$ 0.7135	\$ (0.0544)	\$ 0.1208	\$ 0.7799	\$ 0.7575	\$ 0.0224
	12 OUNCE	\$ 0.1916	\$ 0.0630	\$ 0.0021	\$ -	\$ 0.1116	\$ 0.3683	\$ 0.0134	\$ 0.3817	\$ (0.0408)	\$ 0.0906	\$ 0.4315	\$ 0.4201	\$ 0.0114
	10 OUNCE	\$ 0.1596	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0930	\$ 0.2853	\$ 0.0103	\$ 0.2956	\$ (0.0340)	\$ 0.0755	\$ 0.3371	\$ 0.3276	\$ 0.0095
	1/2 PINT	\$ 0.1277	\$ 0.0315	\$ 0.0014	\$ 0.0246	\$ 0.0744	\$ 0.2596	\$ 0.0094	\$ 0.2690	\$ (0.0272)	\$ 0.0604	\$ 0.3022	\$ 0.3000	\$ 0.0022
	4 OUNCE	\$ 0.0639	\$ 0.0331	\$ 0.0007	\$ 0.0379	\$ 0.0372	\$ 0.1728	\$ 0.0063	\$ 0.1791	\$ (0.0136)	\$ 0.0302	\$ 0.1957	\$ 0.1914	\$ 0.0043
	Bulk per Quart	\$ 0.5108	\$ 0.0738	\$ 0.0056	\$ 0.1210	\$ 0.2975	\$ 1.0087	\$ 0.0366	\$ 1.0453	\$ (0.1088)	\$ 0.2416	\$ 1.1781	\$ 1.0756	\$ 0.1025
REDUCED FAT (2%) MILK	GALLON	\$ 1.6999	\$ 0.2230	\$ 0.0224	\$ (0.0882)	\$ 1.1900	\$ 3.0471	\$ 0.1105	\$ 3.1576	\$ (0.4352)	\$ 0.9664	\$ 3.6888	\$ 3.5620	\$ 0.1268
	1/2 GALLON	\$ 0.8499	\$ 0.1802	\$ 0.0112	\$ (0.0561)	\$ 0.5950	\$ 1.5802	\$ 0.0573	\$ 1.6375	\$ (0.2176)	\$ 0.4832	\$ 1.9031	\$ 1.8434	\$ 0.0597
	QUART	\$ 0.4250	\$ 0.2406	\$ 0.0056	\$ 0.0448	\$ 0.2975	\$ 1.0135	\$ 0.0368	\$ 1.0503	\$ (0.1088)	\$ 0.2416	\$ 1.1831	\$ 1.1453	\$ 0.0378
	PINT	\$ 0.2125	\$ 0.1677	\$ 0.0028	\$ 0.1138	\$ 0.1488	\$ 0.6456	\$ 0.0234	\$ 0.6690	\$ (0.0544)	\$ 0.1208	\$ 0.7354	\$ 0.7134	\$ 0.0220
	12 OUNCE	\$ 0.1594	\$ 0.0630	\$ 0.0021	\$ -	\$ 0.1116	\$ 0.3361	\$ 0.0122	\$ 0.3483	\$ (0.0408)	\$ 0.0906	\$ 0.3981	\$ 0.3870	\$ 0.0111
	10 OUNCE	\$ 0.1328	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0930	\$ 0.2585	\$ 0.0094	\$ 0.2679	\$ (0.0340)	\$ 0.0755	\$ 0.3094	\$ 0.3000	\$ 0.0094
	1/2 PINT	\$ 0.1062	\$ 0.0315	\$ 0.0014	\$ 0.0246	\$ 0.0744	\$ 0.2381	\$ 0.0086	\$ 0.2467	\$ (0.0272)	\$ 0.0604	\$ 0.2799	\$ 0.2780	\$ 0.0019
	4 OUNCE	\$ 0.0531	\$ 0.0331	\$ 0.0007	\$ 0.0379	\$ 0.0372	\$ 0.1620	\$ 0.0059	\$ 0.1679	\$ (0.0136)	\$ 0.0302	\$ 0.1845	\$ 0.1804	\$ 0.0041
	Bulk per Quart	\$ 0.4250	\$ 0.0738	\$ 0.0056	\$ 0.1210	\$ 0.2975	\$ 0.9229	\$ 0.0335	\$ 0.9564	\$ (0.1088)	\$ 0.2416	\$ 1.0892	\$ 0.9875	\$ 0.1017
LOW FAT (1%) MILK	GALLON	\$ 1.4525	\$ 0.2230	\$ 0.0224	\$ (0.0882)	\$ 1.1900	\$ 2.7997	\$ 0.1015	\$ 2.9012	\$ (0.4352)	\$ 0.9664	\$ 3.4324	\$ 3.2967	\$ 0.1357
	1/2 GALLON	\$ 0.7262	\$ 0.1802	\$ 0.0112	\$ (0.0561)	\$ 0.5950	\$ 1.4565	\$ 0.0528	\$ 1.5093	\$ (0.2176)	\$ 0.4832	\$ 1.7749	\$ 1.7108	\$ 0.0641
	QUART	\$ 0.3631	\$ 0.2406	\$ 0.0056	\$ 0.0448	\$ 0.2975	\$ 0.9516	\$ 0.0345	\$ 0.9861	\$ (0.1088)	\$ 0.2416	\$ 1.1189	\$ 1.0790	\$ 0.0399
	PINT	\$ 0.1816	\$ 0.1677	\$ 0.0028	\$ 0.1138	\$ 0.1488	\$ 0.6147	\$ 0.0223	\$ 0.6370	\$ (0.0544)	\$ 0.1208	\$ 0.7034	\$ 0.6803	\$ 0.0231
	12 OUNCE	\$ 0.1362	\$ 0.0630	\$ 0.0021	\$ -	\$ 0.1116	\$ 0.3129	\$ 0.0113	\$ 0.3242	\$ (0.0408)	\$ 0.0906	\$ 0.3740	\$ 0.3621	\$ 0.0119
	10 OUNCE	\$ 0.1135	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0930	\$ 0.2392	\$ 0.0087	\$ 0.2479	\$ (0.0340)	\$ 0.0755	\$ 0.2894	\$ 0.2793	\$ 0.0101
	1/2 PINT	\$ 0.0908	\$ 0.0315	\$ 0.0014	\$ 0.0246	\$ 0.0744	\$ 0.2227	\$ 0.0081	\$ 0.2308	\$ (0.0272)	\$ 0.0604	\$ 0.2640	\$ 0.2614	\$ 0.0026
	4 OUNCE	\$ 0.0454	\$ 0.0331	\$ 0.0007	\$ 0.0379	\$ 0.0372	\$ 0.1543	\$ 0.0056	\$ 0.1599	\$ (0.0136)	\$ 0.0302	\$ 0.1765	\$ 0.1721	\$ 0.0044
	Bulk per Quart	\$ 0.3631	\$ 0.0738	\$ 0.0056	\$ 0.1210	\$ 0.2975	\$ 0.8610	\$ 0.0312	\$ 0.8922	\$ (0.1088)	\$ 0.2416	\$ 1.0250	\$ 0.9212	\$ 0.1038
NON FAT (SKIM) MILK	GALLON	\$ 1.2583	\$ 0.2230	\$ 0.0224	\$ (0.0882)	\$ 1.1900	\$ 2.6055	\$ 0.0945	\$ 2.7000	\$ (0.4352)	\$ 0.9664	\$ 3.2312	\$ 3.1008	\$ 0.1304
	1/2 GALLON	\$ 0.6291	\$ 0.1802	\$ 0.0112	\$ (0.0561)	\$ 0.5950	\$ 1.3594	\$ 0.0493	\$ 1.4087	\$ (0.2176)	\$ 0.4832	\$ 1.6743	\$ 1.6129	\$ 0.0614
	QUART	\$ 0.3146	\$ 0.2406	\$ 0.0056	\$ 0.0448	\$ 0.2975	\$ 0.9031	\$ 0.0328	\$ 0.9359	\$ (0.1088)	\$ 0.2416	\$ 1.0687	\$ 1.0300	\$ 0.0387
	PINT	\$ 0.1573	\$ 0.1677	\$ 0.0028	\$ 0.1138	\$ 0.1488	\$ 0.5904	\$ 0.0214	\$ 0.6118	\$ (0.0544)	\$ 0.1208	\$ 0.6782	\$ 0.6557	\$ 0.0225
	12 OUNCE	\$ 0.1180	\$ 0.0630	\$ 0.0021	\$ -	\$ 0.1116	\$ 0.2947	\$ 0.0107	\$ 0.3054	\$ (0.0408)	\$ 0.0906	\$ 0.3552	\$ 0.3438	\$ 0.0114
	10 OUNCE	\$ 0.0983	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0930	\$ 0.2240	\$ 0.0081	\$ 0.2321	\$ (0.0340)	\$ 0.0755	\$ 0.2736	\$ 0.2641	\$ 0.0095
	1/2 PINT	\$ 0.0786	\$ 0.0315	\$ 0.0014	\$ 0.0246	\$ 0.0744	\$ 0.2105	\$ 0.0076	\$ 0.2181	\$ (0.0272)	\$ 0.0604	\$ 0.2513	\$ 0.2492	\$ 0.0021
	4 OUNCE	\$ 0.0393	\$ 0.0331	\$ 0.0007	\$ 0.0379	\$ 0.0372	\$ 0.1482	\$ 0.0054	\$ 0.1536	\$ (0.0136)	\$ 0.0302	\$ 0.1702	\$ 0.1660	\$ 0.0042
	Bulk per Quart	\$ 0.3146	\$ 0.0738	\$ 0.0056	\$ 0.1210	\$ 0.2975	\$ 0.8125	\$ 0.0295	\$ 0.8420	\$ (0.1088)	\$ 0.2416	\$ 0.9748	\$ 0.8722	\$ 0.1026

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
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	\$ 2.3256	\$ 0.2230	\$ 0.0224	\$ (0.0882)	\$ 1.1900	\$ 3.6728	\$ 0.1332	\$ 3.8060	\$ (0.4352)	\$ 0.9664	\$ 4.3372	\$ 4.2339	\$ 0.1033
	1/2 GALLON	\$ 1.1628	\$ 0.1802	\$ 0.0112	\$ (0.0561)	\$ 0.5950	\$ 1.8931	\$ 0.0687	\$ 1.9618	\$ (0.2176)	\$ 0.4832	\$ 2.2274	\$ 2.1794	\$ 0.0480
	QUART	\$ 0.5814	\$ 0.2406	\$ 0.0056	\$ 0.0448	\$ 0.2975	\$ 1.1699	\$ 0.0424	\$ 1.2123	\$ (0.1088)	\$ 0.2416	\$ 1.3451	\$ 1.3133	\$ 0.0318
	PINT	\$ 0.2907	\$ 0.1677	\$ 0.0028	\$ 0.1138	\$ 0.1488	\$ 0.7238	\$ 0.0263	\$ 0.7501	\$ (0.0544)	\$ 0.1208	\$ 0.8165	\$ 0.7974	\$ 0.0191
	12 OUNCE	\$ 0.2180	\$ 0.0630	\$ 0.0021	\$ -	\$ 0.1116	\$ 0.3947	\$ 0.0143	\$ 0.4090	\$ (0.0408)	\$ 0.0906	\$ 0.4588	\$ 0.4500	\$ 0.0088
	10 OUNCE	\$ 0.1817	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0930	\$ 0.3074	\$ 0.0111	\$ 0.3185	\$ (0.0340)	\$ 0.0755	\$ 0.3600	\$ 0.3526	\$ 0.0074
	1/2 PINT	\$ 0.1454	\$ 0.0315	\$ 0.0014	\$ 0.0246	\$ 0.0744	\$ 0.2773	\$ 0.0101	\$ 0.2874	\$ (0.0272)	\$ 0.0604	\$ 0.3206	\$ 0.3200	\$ 0.0006
	4 OUNCE	\$ 0.0727	\$ 0.0331	\$ 0.0007	\$ 0.0379	\$ 0.0372	\$ 0.1816	\$ 0.0066	\$ 0.1882	\$ (0.0136)	\$ 0.0302	\$ 0.2048	\$ 0.2015	\$ 0.0033
	Bulk per Quart	\$ 0.5814	\$ 0.0738	\$ 0.0056	\$ 0.1210	\$ 0.2975	\$ 1.0793	\$ 0.0391	\$ 1.1184	\$ (0.1088)	\$ 0.2416	\$ 1.2512	\$ 1.1555	\$ 0.0957
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8064	\$ 0.2230	\$ 0.0224	\$ (0.0882)	\$ 1.1900	\$ 3.1536	\$ 0.1144	\$ 3.2680	\$ (0.4352)	\$ 0.9664	\$ 3.7992	\$ 3.6677	\$ 0.1315
	1/2 GALLON	\$ 0.9032	\$ 0.1802	\$ 0.0112	\$ (0.0561)	\$ 0.5950	\$ 1.6335	\$ 0.0592	\$ 1.6927	\$ (0.2176)	\$ 0.4832	\$ 1.9583	\$ 1.8963	\$ 0.0620
	QUART	\$ 0.4516	\$ 0.2406	\$ 0.0056	\$ 0.0448	\$ 0.2975	\$ 1.0401	\$ 0.0377	\$ 1.0778	\$ (0.1088)	\$ 0.2416	\$ 1.2106	\$ 1.1718	\$ 0.0388
	PINT	\$ 0.2258	\$ 0.1677	\$ 0.0028	\$ 0.1138	\$ 0.1488	\$ 0.6589	\$ 0.0239	\$ 0.6828	\$ (0.0544)	\$ 0.1208	\$ 0.7492	\$ 0.7266	\$ 0.0226
	12 OUNCE	\$ 0.1694	\$ 0.0630	\$ 0.0021	\$ -	\$ 0.1116	\$ 0.3461	\$ 0.0126	\$ 0.3587	\$ (0.0408)	\$ 0.0906	\$ 0.4085	\$ 0.3970	\$ 0.0115
	10 OUNCE	\$ 0.1411	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0930	\$ 0.2668	\$ 0.0097	\$ 0.2765	\$ (0.0340)	\$ 0.0755	\$ 0.3180	\$ 0.3083	\$ 0.0097
	1/2 PINT	\$ 0.1129	\$ 0.0315	\$ 0.0014	\$ 0.0246	\$ 0.0744	\$ 0.2448	\$ 0.0089	\$ 0.2537	\$ (0.0272)	\$ 0.0604	\$ 0.2869	\$ 0.2846	\$ 0.0023
	4 OUNCE	\$ 0.0565	\$ 0.0331	\$ 0.0007	\$ 0.0379	\$ 0.0372	\$ 0.1654	\$ 0.0060	\$ 0.1714	\$ (0.0136)	\$ 0.0302	\$ 0.1880	\$ 0.1838	\$ 0.0042
	Bulk per Quart	\$ 0.4516	\$ 0.0738	\$ 0.0056	\$ 0.1210	\$ 0.2975	\$ 0.9495	\$ 0.0344	\$ 0.9839	\$ (0.1088)	\$ 0.2416	\$ 1.1167	\$ 1.0139	\$ 0.1028
FLAVORED NONFAT MILK	GALLON	\$ 1.4120	\$ 0.2230	\$ 0.0224	\$ (0.0882)	\$ 1.1900	\$ 2.7592	\$ 0.1001	\$ 2.8593	\$ (0.4352)	\$ 0.9664	\$ 3.3905	\$ 3.2747	\$ 0.1158
	1/2 GALLON	\$ 0.7060	\$ 0.1802	\$ 0.0112	\$ (0.0561)	\$ 0.5950	\$ 1.4363	\$ 0.0521	\$ 1.4884	\$ (0.2176)	\$ 0.4832	\$ 1.7540	\$ 1.6998	\$ 0.0542
	QUART	\$ 0.3530	\$ 0.2406	\$ 0.0056	\$ 0.0448	\$ 0.2975	\$ 0.9415	\$ 0.0341	\$ 0.9756	\$ (0.1088)	\$ 0.2416	\$ 1.1084	\$ 1.0735	\$ 0.0349
	PINT	\$ 0.1765	\$ 0.1677	\$ 0.0028	\$ 0.1138	\$ 0.1488	\$ 0.6096	\$ 0.0221	\$ 0.6317	\$ (0.0544)	\$ 0.1208	\$ 0.6981	\$ 0.6775	\$ 0.0206
	12 OUNCE	\$ 0.1324	\$ 0.0630	\$ 0.0021	\$ -	\$ 0.1116	\$ 0.3091	\$ 0.0112	\$ 0.3203	\$ (0.0408)	\$ 0.0906	\$ 0.3701	\$ 0.3602	\$ 0.0099
	10 OUNCE	\$ 0.1103	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0930	\$ 0.2360	\$ 0.0086	\$ 0.2446	\$ (0.0340)	\$ 0.0755	\$ 0.2861	\$ 0.2777	\$ 0.0084
	1/2 PINT	\$ 0.0883	\$ 0.0315	\$ 0.0014	\$ 0.0246	\$ 0.0744	\$ 0.2202	\$ 0.0080	\$ 0.2282	\$ (0.0272)	\$ 0.0604	\$ 0.2614	\$ 0.2600	\$ 0.0014
	4 OUNCE	\$ 0.0441	\$ 0.0331	\$ 0.0007	\$ 0.0379	\$ 0.0372	\$ 0.1530	\$ 0.0055	\$ 0.1585	\$ (0.0136)	\$ 0.0302	\$ 0.1751	\$ 0.1715	\$ 0.0036
	Bulk per Quart	\$ 0.3530	\$ 0.0738	\$ 0.0056	\$ 0.1210	\$ 0.2975	\$ 0.8509	\$ 0.0309	\$ 0.8818	\$ (0.1088)	\$ 0.2416	\$ 1.0146	\$ 0.9157	\$ 0.0989
BUTTERMILK	GALLON	\$ 1.8826	\$ 0.2230	\$ 0.0224	\$ (0.0882)	\$ 1.1900	\$ 3.2298	\$ 0.1171	\$ 3.3469	\$ (0.4352)	\$ 0.9664	\$ 3.8781	\$ 3.6025	\$ 0.2756
	1/2 GALLON	\$ 0.9413	\$ 0.1802	\$ 0.0112	\$ (0.0561)	\$ 0.5950	\$ 1.6716	\$ 0.0606	\$ 1.7322	\$ (0.2176)	\$ 0.4832	\$ 1.9978	\$ 1.8636	\$ 0.1342
	QUART	\$ 0.4707	\$ 0.2406	\$ 0.0056	\$ 0.0448	\$ 0.2975	\$ 1.0592	\$ 0.0384	\$ 1.0976	\$ (0.1088)	\$ 0.2416	\$ 1.2304	\$ 1.1555	\$ 0.0749
	PINT	\$ 0.2353	\$ 0.1677	\$ 0.0028	\$ 0.1138	\$ 0.1488	\$ 0.6684	\$ 0.0242	\$ 0.6926	\$ (0.0544)	\$ 0.1208	\$ 0.7590	\$ 0.7184	\$ 0.0406
	12 OUNCE	\$ 0.1765	\$ 0.0630	\$ 0.0021	\$ -	\$ 0.1116	\$ 0.3532	\$ 0.0128	\$ 0.3660	\$ (0.0408)	\$ 0.0906	\$ 0.4158	\$ 0.3908	\$ 0.0250
	10 OUNCE	\$ 0.1471	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0930	\$ 0.2728	\$ 0.0099	\$ 0.2827	\$ (0.0340)	\$ 0.0755	\$ 0.3242	\$ 0.3033	\$ 0.0209
	1/2 PINT	\$ 0.1177	\$ 0.0315	\$ 0.0014	\$ 0.0246	\$ 0.0744	\$ 0.2496	\$ 0.0091	\$ 0.2587	\$ (0.0272)	\$ 0.0604	\$ 0.2919	\$ 0.2806	\$ 0.0113
	4 OUNCE	\$ 0.0588	\$ 0.0331	\$ 0.0007	\$ 0.0379	\$ 0.0372	\$ 0.1677	\$ 0.0061	\$ 0.1738	\$ (0.0136)	\$ 0.0302	\$ 0.1904	\$ 0.1817	\$ 0.0087
	Bulk per Quart	\$ 0.4707	\$ 0.0738	\$ 0.0056	\$ 0.1210	\$ 0.2975	\$ 0.9686	\$ 0.0351	\$ 1.0037	\$ (0.1088)	\$ 0.2416	\$ 1.1365	\$ 0.9977	\$ 0.1388

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
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	\$ 5.3232	\$ 0.2230	\$ 0.0224	\$ (0.0882)	\$ 1.1900	\$ 6.6704	\$ 0.2419	\$ 6.9123	\$ (0.4352)	\$ 0.9664	\$ 7.4435	\$ 7.8584	\$ (0.4149)
	1/2 GALLON	\$ 2.6616	\$ 0.1802	\$ 0.0112	\$ (0.0561)	\$ 0.5950	\$ 3.3919	\$ 0.1230	\$ 3.5149	\$ (0.2176)	\$ 0.4832	\$ 3.7805	\$ 3.9916	\$ (0.2111)
	QUART	\$ 1.3308	\$ 0.2406	\$ 0.0056	\$ 0.0448	\$ 0.2975	\$ 1.9193	\$ 0.0696	\$ 1.9889	\$ (0.1088)	\$ 0.2416	\$ 2.1217	\$ 2.2194	\$ (0.0977)
	PINT	\$ 0.6654	\$ 0.1677	\$ 0.0028	\$ 0.1138	\$ 0.1488	\$ 1.0985	\$ 0.0398	\$ 1.1383	\$ (0.0544)	\$ 0.1208	\$ 1.2047	\$ 1.2504	\$ (0.0457)
	12 OUNCE	\$ 0.4991	\$ 0.0630	\$ 0.0021	\$ -	\$ 0.1116	\$ 0.6758	\$ 0.0245	\$ 0.7003	\$ (0.0408)	\$ 0.0906	\$ 0.7501	\$ 0.7898	\$ (0.0397)
	10 OUNCE	\$ 0.4159	\$ 0.0309	\$ 0.0018	\$ -	\$ 0.0930	\$ 0.5416	\$ 0.0196	\$ 0.5612	\$ (0.0340)	\$ 0.0755	\$ 0.6027	\$ 0.6357	\$ (0.0330)
	1/2 PINT	\$ 0.3327	\$ 0.0315	\$ 0.0014	\$ 0.0246	\$ 0.0744	\$ 0.4646	\$ 0.0168	\$ 0.4814	\$ (0.0272)	\$ 0.0604	\$ 0.5146	\$ 0.5466	\$ (0.0320)
	4 OUNCE	\$ 0.1664	\$ 0.0331	\$ 0.0007	\$ 0.0379	\$ 0.0372	\$ 0.2753	\$ 0.0100	\$ 0.2853	\$ (0.0136)	\$ 0.0302	\$ 0.3019	\$ 0.3147	\$ (0.0128)
	Bulk per Quart	\$ 1.3308	\$ 0.0738	\$ 0.0056	\$ 0.1210	\$ 0.2975	\$ 1.8287	\$ 0.0663	\$ 1.8950	\$ (0.1088)	\$ 0.2416	\$ 2.0278	\$ 2.0616	\$ (0.0338)

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
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 \$ 0.1010	In-Store Handling	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 4.0448	\$ (0.4040)	\$ 0.6148	\$ 0.1091	\$ 4.36	\$ 4.23 \$ 0.13
	1/2 GALLON	\$ 2.0811	\$ (0.2020)	\$ 0.3984	\$ 0.0584	\$ 2.34	\$ 2.27 \$ 0.07
	QUART	\$ 1.2720	\$ (0.1010)	\$ 0.3105	\$ 0.0380	\$ 1.52	\$ 1.48 \$ 0.04
	PINT	\$ 0.7799	\$ (0.0505)	\$ 0.3100	\$ 0.0267	\$ 1.07	\$ 1.04 \$ 0.03
	12 OUNCE	\$ 0.4315	\$ (0.0379)	\$ 0.2325	\$ 0.0161	\$ 0.64	\$ 0.63 \$ 0.01
	10 OUNCE	\$ 0.3371	\$ (0.0316)	\$ 0.1937	\$ 0.0128	\$ 0.51	\$ 0.50 \$ 0.01
	1/2 PINT	\$ 0.3022	\$ (0.0253)	\$ 0.1324	\$ 0.0105	\$ 0.42	\$ 0.42 \$ -
	4 OUNCE	\$ 0.1957	\$ (0.0126)	\$ 0.0662	\$ 0.0064	\$ 0.26	\$ 0.25 \$ 0.01
	Bulk per Quart	\$ 1.1781	\$ (0.1010)	\$ 0.3105	\$ 0.0356	\$ 1.42	\$ 1.32 \$ 0.10
REDUCED FAT (2%) MILK	GALLON	\$ 3.6888	\$ (0.4040)	\$ 0.6148	\$ 0.1000	\$ 4.00	\$ 3.87 \$ 0.13
	1/2 GALLON	\$ 1.9031	\$ (0.2020)	\$ 0.3984	\$ 0.0538	\$ 2.15	\$ 2.09 \$ 0.06
	QUART	\$ 1.1831	\$ (0.1010)	\$ 0.3105	\$ 0.0357	\$ 1.43	\$ 1.39 \$ 0.04
	PINT	\$ 0.7354	\$ (0.0505)	\$ 0.3100	\$ 0.0255	\$ 1.02	\$ 1.00 \$ 0.02
	12 OUNCE	\$ 0.3981	\$ (0.0379)	\$ 0.2325	\$ 0.0152	\$ 0.61	\$ 0.60 \$ 0.01
	10 OUNCE	\$ 0.3094	\$ (0.0316)	\$ 0.1937	\$ 0.0121	\$ 0.48	\$ 0.47 \$ 0.01
	1/2 PINT	\$ 0.2799	\$ (0.0253)	\$ 0.1324	\$ 0.0099	\$ 0.40	\$ 0.40 \$ -
	4 OUNCE	\$ 0.1845	\$ (0.0126)	\$ 0.0662	\$ 0.0061	\$ 0.24	\$ 0.24 \$ -
	Bulk per Quart	\$ 1.0892	\$ (0.1010)	\$ 0.3105	\$ 0.0333	\$ 1.33	\$ 1.23 \$ 0.10
LOW FAT (1%) MILK	GALLON	\$ 3.4324	\$ (0.4040)	\$ 0.6148	\$ 0.0934	\$ 3.74	\$ 3.60 \$ 0.14
	1/2 GALLON	\$ 1.7749	\$ (0.2020)	\$ 0.3984	\$ 0.0505	\$ 2.02	\$ 1.96 \$ 0.06
	QUART	\$ 1.1189	\$ (0.1010)	\$ 0.3105	\$ 0.0341	\$ 1.36	\$ 1.32 \$ 0.04
	PINT	\$ 0.7034	\$ (0.0505)	\$ 0.3100	\$ 0.0247	\$ 0.99	\$ 0.96 \$ 0.03
	12 OUNCE	\$ 0.3740	\$ (0.0379)	\$ 0.2325	\$ 0.0146	\$ 0.58	\$ 0.57 \$ 0.01
	10 OUNCE	\$ 0.2894	\$ (0.0316)	\$ 0.1937	\$ 0.0116	\$ 0.46	\$ 0.45 \$ 0.01
	1/2 PINT	\$ 0.2640	\$ (0.0253)	\$ 0.1324	\$ 0.0095	\$ 0.38	\$ 0.38 \$ -
	4 OUNCE	\$ 0.1765	\$ (0.0126)	\$ 0.0662	\$ 0.0059	\$ 0.24	\$ 0.23 \$ 0.01
	Bulk per Quart	\$ 1.0250	\$ (0.1010)	\$ 0.3105	\$ 0.0317	\$ 1.27	\$ 1.16 \$ 0.11
NON FAT (SKIM) MILK	GALLON	\$ 3.2312	\$ (0.4040)	\$ 0.6148	\$ 0.0883	\$ 3.53	\$ 3.40 \$ 0.13
	1/2 GALLON	\$ 1.6743	\$ (0.2020)	\$ 0.3984	\$ 0.0480	\$ 1.92	\$ 1.86 \$ 0.06
	QUART	\$ 1.0687	\$ (0.1010)	\$ 0.3105	\$ 0.0328	\$ 1.31	\$ 1.27 \$ 0.04
	PINT	\$ 0.6782	\$ (0.0505)	\$ 0.3100	\$ 0.0240	\$ 0.96	\$ 0.94 \$ 0.02
	12 OUNCE	\$ 0.3552	\$ (0.0379)	\$ 0.2325	\$ 0.0141	\$ 0.56	\$ 0.55 \$ 0.01
	10 OUNCE	\$ 0.2736	\$ (0.0316)	\$ 0.1937	\$ 0.0112	\$ 0.45	\$ 0.44 \$ 0.01
	1/2 PINT	\$ 0.2513	\$ (0.0253)	\$ 0.1324	\$ 0.0092	\$ 0.37	\$ 0.37 \$ -
	4 OUNCE	\$ 0.1702	\$ (0.0126)	\$ 0.0662	\$ 0.0057	\$ 0.23	\$ 0.23 \$ -
	Bulk per Quart	\$ 0.9748	\$ (0.1010)	\$ 0.3105	\$ 0.0304	\$ 1.21	\$ 1.11 \$ 0.10

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

**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 \$ 0.1010	In-Store Handling	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3372	\$ (0.4040)	\$ 0.6148	\$ 0.1166	\$ 4.66	\$ 4.56	\$ 0.10
	1/2 GALLON	\$ 2.2274	\$ (0.2020)	\$ 0.3984	\$ 0.0621	\$ 2.49	\$ 2.44	\$ 0.05
	QUART	\$ 1.3451	\$ (0.1010)	\$ 0.3105	\$ 0.0399	\$ 1.59	\$ 1.56	\$ 0.03
	PINT	\$ 0.8165	\$ (0.0505)	\$ 0.3100	\$ 0.0276	\$ 1.10	\$ 1.08	\$ 0.02
	12 OUNCE	\$ 0.4588	\$ (0.0379)	\$ 0.2325	\$ 0.0168	\$ 0.67	\$ 0.66	\$ 0.01
	10 OUNCE	\$ 0.3600	\$ (0.0316)	\$ 0.1937	\$ 0.0134	\$ 0.54	\$ 0.53	\$ 0.01
	1/2 PINT	\$ 0.3206	\$ (0.0253)	\$ 0.1324	\$ 0.0110	\$ 0.44	\$ 0.44	\$ -
	4 OUNCE	\$ 0.2048	\$ (0.0126)	\$ 0.0662	\$ 0.0066	\$ 0.27	\$ 0.26	\$ 0.01
	Bulk per Quart	\$ 1.2512	\$ (0.1010)	\$ 0.3105	\$ 0.0375	\$ 1.50	\$ 1.40	\$ 0.10
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.7992	\$ (0.4040)	\$ 0.6148	\$ 0.1028	\$ 4.11	\$ 3.98	\$ 0.13
	1/2 GALLON	\$ 1.9583	\$ (0.2020)	\$ 0.3984	\$ 0.0552	\$ 2.21	\$ 2.15	\$ 0.06
	QUART	\$ 1.2106	\$ (0.1010)	\$ 0.3105	\$ 0.0364	\$ 1.46	\$ 1.42	\$ 0.04
	PINT	\$ 0.7492	\$ (0.0505)	\$ 0.3100	\$ 0.0259	\$ 1.03	\$ 1.01	\$ 0.02
	12 OUNCE	\$ 0.4085	\$ (0.0379)	\$ 0.2325	\$ 0.0155	\$ 0.62	\$ 0.61	\$ 0.01
	10 OUNCE	\$ 0.3180	\$ (0.0316)	\$ 0.1937	\$ 0.0123	\$ 0.49	\$ 0.48	\$ 0.01
	1/2 PINT	\$ 0.2869	\$ (0.0253)	\$ 0.1324	\$ 0.0101	\$ 0.40	\$ 0.40	\$ -
	4 OUNCE	\$ 0.1880	\$ (0.0126)	\$ 0.0662	\$ 0.0062	\$ 0.25	\$ 0.24	\$ 0.01
	Bulk per Quart	\$ 1.1167	\$ (0.1010)	\$ 0.3105	\$ 0.0340	\$ 1.36	\$ 1.25	\$ 0.11
FLAVORED NONFAT MILK	GALLON	\$ 3.3905	\$ (0.4040)	\$ 0.6148	\$ 0.0923	\$ 3.69	\$ 3.57	\$ 0.12
	1/2 GALLON	\$ 1.7540	\$ (0.2020)	\$ 0.3984	\$ 0.0500	\$ 2.00	\$ 1.94	\$ 0.06
	QUART	\$ 1.1084	\$ (0.1010)	\$ 0.3105	\$ 0.0338	\$ 1.35	\$ 1.32	\$ 0.03
	PINT	\$ 0.6981	\$ (0.0505)	\$ 0.3100	\$ 0.0246	\$ 0.98	\$ 0.96	\$ 0.02
	12 OUNCE	\$ 0.3701	\$ (0.0379)	\$ 0.2325	\$ 0.0145	\$ 0.58	\$ 0.57	\$ 0.01
	10 OUNCE	\$ 0.2861	\$ (0.0316)	\$ 0.1937	\$ 0.0115	\$ 0.46	\$ 0.45	\$ 0.01
	1/2 PINT	\$ 0.2614	\$ (0.0253)	\$ 0.1324	\$ 0.0094	\$ 0.38	\$ 0.38	\$ -
	4 OUNCE	\$ 0.1751	\$ (0.0126)	\$ 0.0662	\$ 0.0059	\$ 0.23	\$ 0.23	\$ -
	Bulk per Quart	\$ 1.0146	\$ (0.1010)	\$ 0.3105	\$ 0.0314	\$ 1.26	\$ 1.15	\$ 0.11
BUTTERMILK	GALLON	\$ 3.8781	\$ (0.4040)	\$ 0.6148	\$ 0.1048	\$ 4.19	\$ 3.91	\$ 0.28
	1/2 GALLON	\$ 1.9978	\$ (0.2020)	\$ 0.3984	\$ 0.0563	\$ 2.25	\$ 2.11	\$ 0.14
	QUART	\$ 1.2304	\$ (0.1010)	\$ 0.3105	\$ 0.0369	\$ 1.48	\$ 1.40	\$ 0.08
	PINT	\$ 0.7590	\$ (0.0505)	\$ 0.3100	\$ 0.0261	\$ 1.04	\$ 1.00	\$ 0.04
	12 OUNCE	\$ 0.4158	\$ (0.0379)	\$ 0.2325	\$ 0.0157	\$ 0.63	\$ 0.60	\$ 0.03
	10 OUNCE	\$ 0.3242	\$ (0.0316)	\$ 0.1937	\$ 0.0125	\$ 0.50	\$ 0.48	\$ 0.02
	1/2 PINT	\$ 0.2919	\$ (0.0253)	\$ 0.1324	\$ 0.0102	\$ 0.41	\$ 0.40	\$ 0.01
	4 OUNCE	\$ 0.1904	\$ (0.0126)	\$ 0.0662	\$ 0.0063	\$ 0.25	\$ 0.24	\$ 0.01
	Bulk per Quart	\$ 1.1365	\$ (0.1010)	\$ 0.3105	\$ 0.0345	\$ 1.38	\$ 1.24	\$ 0.14

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

**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 \$ 0.1010	In-Store Handling	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	\$ 7.4435	\$ (0.4040)	\$ 0.6148	\$ 0.1963	\$ 7.85	\$ 8.28 \$ (0.43)
	1/2 GALLON	\$ 3.7805	\$ (0.2020)	\$ 0.3984	\$ 0.1020	\$ 4.08	\$ 4.30 \$ (0.22)
	QUART	\$ 2.1217	\$ (0.1010)	\$ 0.3105	\$ 0.0598	\$ 2.39	\$ 2.49 \$ (0.10)
	PINT	\$ 1.2047	\$ (0.0505)	\$ 0.3100	\$ 0.0375	\$ 1.50	\$ 1.55 \$ (0.05)
	12 OUNCE	\$ 0.7501	\$ (0.0379)	\$ 0.2325	\$ 0.0242	\$ 0.97	\$ 1.01 \$ (0.04)
	10 OUNCE	\$ 0.6027	\$ (0.0316)	\$ 0.1937	\$ 0.0196	\$ 0.78	\$ 0.82 \$ (0.04)
	1/2 PINT	\$ 0.5146	\$ (0.0253)	\$ 0.1324	\$ 0.0159	\$ 0.64	\$ 0.67 \$ (0.03)
	4 OUNCE	\$ 0.3019	\$ (0.0126)	\$ 0.0662	\$ 0.0091	\$ 0.36	\$ 0.38 \$ (0.02)
	Bulk per Quart	\$ 2.0278	\$ (0.1010)	\$ 0.3105	\$ 0.0574	\$ 2.29	\$ 2.33 \$ (0.04)