

**Pennsylvania Milk Marketing Board**  
**SALES INTO PMMB AREA 2 BY TYPE OF MILK**  
**Year 2022 Data**

Item (1)	All Dealers Selling into Area (%)	Area 2 CRH Cross-section Dealers (2) Selling into Area (%)
Standard Whole Milk	36.43	36.68
Reduced Fat 2% Milk	27.00	27.06
Lowfat 1% Milk	12.09	13.26
Nonfat Milk	6.71	6.31
Mixed Milk	4.06	1.42
<b>TOTALS</b>	<b>86.30</b>	<b>84.73</b>

Footnotes:

1.) Top 5 selling controlled milk products for Area 2 based on Year 2022 sales.

2.) Area 2 CRH Cross-Section Dealers:

- Clover Farms Dairy Company
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Milk Industry Management Corp. (dba Balford Farms)
- Monroe County Milk Producers Coop Assoc. (dba Pocono Mountain Dairies)
- Turkey Hill, LLC
- Valley Farms Dairy, LLC

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

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

<b>Cost Center</b>	<b>Weighted Costs</b>	<b>Weighted Points</b>	<b>Cost per Point</b>
<b>Rec, Lab &amp; Field</b>	\$ 1,208,374	53,453,728	\$ 0.0226
<b>S&amp;P</b>	\$ 1,855,066	81,141,775	\$ 0.0229
<b>Bottling</b>	\$ 4,124,291	76,409,492	\$ 0.0540
<b>Cold Room</b>	\$ 6,940,962	112,770,692	\$ 0.0615
<b>Delivery</b>	\$ 13,567,833	82,109,053	\$ 0.1652
<b>Selling</b>	\$ 1,644,378	87,171,605	\$ 0.0189

**Total Cost per Point** **\$ 0.3451**

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**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	\$ 368,523	2,351,623	\$ 0.1567			
		Purchased	\$ 1,040,896	3,401,344	\$ 0.3060			
			\$ 1,409,419	5,752,967	\$ 0.2450	\$ 0.2361	1.53%	\$ 0.2397
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 1,172,357	5,908,055	\$ 0.1984			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,172,357	5,908,055	\$ 0.1984	\$ 0.1852	1.22%	\$ 0.1875
QUART	Plastic	Purchased	\$ 374,155	2,054,412	\$ 0.1821			
	Paper	Purchased	\$ 8,432	74,923	\$ 0.1125			
	Combined		\$ 382,587	2,129,335	\$ 0.1797	\$ 0.1807	1.57%	\$ 0.1835
PINT	Plastic	Purchased	\$ 250,575	1,933,987	\$ 0.1296			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 250,575	1,933,987	\$ 0.1296	\$ 0.1297	1.62%	\$ 0.1318
12 Ounce <sup>(1)</sup>		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce <sup>(1)</sup>		Purchased			\$ 0.0855	\$ 0.0855		\$ 0.0855
1/2 PINT	Plastic	Purchased	\$ 14,745	155,093	\$ 0.0951	\$ 0.1187	0.92%	\$ 0.1198
	Paper	Purchased	\$ 503,159	16,024,508	\$ 0.0314	\$ 0.0394	0.85%	\$ 0.0397
4 Ounce	Paper	Purchased	\$ 7,949	209,298	\$ 0.0380	\$ 0.0380	1.53%	\$ 0.0386
Bulk Per Quart		Purchased	\$ 78,363	1,015,732	\$ 0.0771	\$ 0.0771	1.30%	\$ 0.0781

Footnote:

1. None of the Area 2 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 2**

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 473	34,625,576	\$ -
Reduced Fat (2%) Milk	\$ 1,735	24,826,939	\$ 0.0001
Low Fat (1%) Milk	\$ 921	12,666,975	\$ 0.0001
Non Fat (Skim) Milk	\$ 754	5,814,120	\$ 0.0001
Flavored Milk	\$ 158,700	3,293,246	\$ 0.0482
Flavored Reduced Fat Milk	\$ 166,257	3,836,843	\$ 0.0433
Flavored NONFAT Milk	\$ 58,006	2,411,538	\$ 0.0241
Buttermilk <sup>(1)</sup>			\$ 0.0326
Egg Nog	\$ 17,534	70,620	\$ 0.2483

Footnote:

1. None of the Area 2 cross-section Dealers bottled Buttermilk during Year 2022. The cost per pound presented is per a prior year.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**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	17,469,204	16,990,624	n/a	\$ 3,587,337	n/a	\$ 3,587,337	\$ 330,267
2 Bulk MILK - diverted	-	-	\$ -	\$ -	n/a	\$ -	\$ -
3 Bulk MILK - transferred	22,461,719	761,654	\$ 5,573,794	\$ 4,994,788	\$ 838,862	\$ 259,856	\$ 73,206
4 Bulk MILK - TOTAL (Rows 2 + 3)	22,461,719	761,654	\$ 5,573,794	\$ 4,994,788	\$ 838,862	\$ 259,856	\$ 73,206
5 Bulk CREAM - transferred	17,485,624	7,344,005	\$ 27,136,702	\$ 25,213,989	\$ 565,279	\$ (1,357,434)	\$ (275,482)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 330,267		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 73,206		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (275,482)		
9 Total	\$ 127,991	101,622,837	\$ 0.0013

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

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

	Class I
Skim Rate	\$ 13.77
Butterfat Rate	\$ 3.0942

	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		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage								
Standard (Whole) Milk	34,625,576	1,130,124	3.2638%	33,495,452	\$ 3,496,830	\$ 4,612,324	\$ 8,109,154	\$ 0.2342	\$ -	\$ 0.0013	\$ 0.2355
Reduced Fat (2% ) Milk	24,826,939	481,051	1.9376%	24,345,888	\$ 1,488,468	\$ 3,352,429	\$ 4,840,897	\$ 0.1950	\$ 0.0001	\$ 0.0013	\$ 0.1964
Low Fat (1% ) Milk	12,666,975	117,191	0.9252%	12,549,784	\$ 362,612	\$ 1,728,105	\$ 2,090,717	\$ 0.1651	\$ 0.0001	\$ 0.0013	\$ 0.1665
Non Fat (Skim) Milk	5,814,120	5,434	0.0935%	5,808,686	\$ 16,814	\$ 799,856	\$ 816,670	\$ 0.1405	\$ 0.0001	\$ 0.0013	\$ 0.1419
Flavored Milk	3,293,246	107,690	3.2700%	3,185,556	\$ 333,214	\$ 438,651	\$ 771,865	\$ 0.2344	\$ 0.0482	\$ 0.0013	\$ 0.2839
Flavored Reduced Fat Milk	3,836,843	38,135	0.9939%	3,798,708	\$ 117,997	\$ 523,082	\$ 641,079	\$ 0.1671	\$ 0.0433	\$ 0.0013	\$ 0.2117
Flavored NONFAT Milk	2,411,538	2,704	0.1121%	2,408,834	\$ 8,367	\$ 331,696	\$ 340,063	\$ 0.1410	\$ 0.0241	\$ 0.0013	\$ 0.1664
Buttermilk	35,843	564	1.5735%	35,279	\$ 1,745	\$ 4,858	\$ 6,603	\$ 0.1842	\$ 0.0326	\$ 0.0013	\$ 0.2181
Egg Nog	70,620	4,854	6.8734%	65,766	\$ 15,019	\$ 9,056	\$ 24,075	\$ 0.3409	\$ 0.2483	\$ 0.0013	\$ 0.5905

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

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

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

<b>WEIGHTED LABOR COSTS</b>	\$ 9,376,897	\$ 9,106,106	55,271,351	60,735,713	\$ 0.1697	\$ 0.1499	\$ 0.0198
<b>WEIGHTED UTILITY COSTS</b>	\$ 371,165	\$ 425,539	55,271,351	60,735,713	\$ 0.0067	\$ 0.0070	\$ (0.0003)
<b>WEIGHTED INSURANCE COSTS</b>	\$ 280,832	\$ 327,460	55,271,351	60,735,713	\$ 0.0051	\$ 0.0054	\$ (0.0003)

**COST UPDATE ADJUSTMENT per BOTTLING POINT    \$ 0.0192**

Footnote:

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

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

**Diesel Fuel Costs Adjustment**  
Update of Diesel Fuel Costs from YEAR 2022 to AUGUST 2023

1. Weighted Diesel Fuel Costs - YEAR 2022	\$ 1,240,880
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>\$ 1,046,659</u>
6. Change in Diesel Fuel Costs from YEAR 2022 to AUGUST 2023 (Line 5 - Line 1)	\$ (194,221)
7. Weighted Delivery Points - YEAR 2022	<u>82,109,053</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b><u>\$ (0.0024)</u></b>

## Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.  
web address = [https://www.eia.gov/dnav/pet/pet\\_pri\\_gnd\\_dcus\\_r1y\\_w.htm](https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm)



**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

**Heating Fuel Costs Adjustment**  
Update of Heating Fuel Costs from YEAR 2022 to JUNE 2023

1. Weighted Heating Fuel Costs - YEAR 2022	\$ 129,703
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>\$ 97,589</u>
6. Change in Heating Fuel Costs from YEAR 2022 to JUNE 2023 (Line 5 - Line 1)	\$ (32,114)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2022	<u>81,141,775</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u>\$ (0.0004)</u></b>

## 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 2**  
**YEAR 2022 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 2 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	5,752,967	\$ (0.09104)	\$ (0.01565)	<b>\$ (0.1067)</b>	\$ (613,842)
1/2 GALLON	5,908,055	\$ (0.00316)	\$ (0.02853)	<b>\$ (0.0317)</b>	\$ (187,285)
QUART	2,129,335	\$ 0.04952	\$ (0.00285)	<b>\$ 0.0467</b>	\$ 99,440
PINT	1,933,987	\$ 0.01550	\$ 0.04783	<b>\$ 0.0633</b>	\$ 122,421
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	16,179,601	\$ 0.01492	\$ 0.00978	<b>\$ 0.0247</b>	\$ 399,636
4 OUNCE	209,298	\$ 0.02268	\$ 0.01870	<b>\$ 0.0414</b>	\$ 8,665
Bulk per Quart	1,015,732	\$ 0.15837	\$ 0.00986	<b>\$ 0.1682</b>	\$ 170,846
					<u>\$ (119)</u>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP  
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0253	\$ 0.2397	\$ 0.0512	\$ (0.1067)	\$ 1.3804	\$ 3.5899	\$ 0.1302	\$ 3.7201	\$ (0.3356)	\$ 0.9364	\$ 4.3209	\$ 4.2054	\$ 0.1155
	1/2 GALLON	\$ 1.0127	\$ 0.1875	\$ 0.0256	\$ (0.0317)	\$ 0.6902	\$ 1.8843	\$ 0.0683	\$ 1.9526	\$ (0.1678)	\$ 0.4682	\$ 2.2530	\$ 2.1956	\$ 0.0574
	QUART	<b>\$ 0.5063</b>	<b>\$ 0.1835</b>	<b>\$ 0.0128</b>	<b>\$ 0.0467</b>	<b>\$ 0.3451</b>	<b>\$ 1.0944</b>	<b>\$ 0.0397</b>	<b>\$ 1.1341</b>	<b>\$ (0.0839)</b>	<b>\$ 0.2341</b>	<b>\$ 1.2843</b>	<b>\$ 1.2658</b>	<b>\$ 0.0185</b>
	PINT	\$ 0.2532	\$ 0.1318	\$ 0.0064	\$ 0.0633	\$ 0.1726	\$ 0.6273	\$ 0.0228	\$ 0.6501	\$ (0.0420)	\$ 0.1171	\$ 0.7252	\$ 0.7086	\$ 0.0166
	12 OUNCE	\$ 0.1899	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1294	\$ 0.3871	\$ 0.0140	\$ 0.4011	\$ (0.0315)	\$ 0.0878	\$ 0.4574	\$ 0.4458	\$ 0.0116
	10 OUNCE	\$ 0.1582	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1078	\$ 0.3555	\$ 0.0129	\$ 0.3684	\$ (0.0262)	\$ 0.0732	\$ 0.4154	\$ 0.4059	\$ 0.0095
	1/2 PINT	\$ 0.1266	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0863	\$ 0.2805	\$ 0.0102	\$ 0.2907	\$ (0.0210)	\$ 0.0585	\$ 0.3282	\$ 0.3209	\$ 0.0073
	4 OUNCE	\$ 0.0633	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0431	\$ 0.1880	\$ 0.0068	\$ 0.1948	\$ (0.0105)	\$ 0.0293	\$ 0.2136	\$ 0.2048	\$ 0.0088
	Bulk per Quart	\$ 0.5063	\$ 0.0781	\$ 0.0128	\$ 0.1682	\$ 0.3451	\$ 1.1105	\$ 0.0403	\$ 1.1508	\$ (0.0839)	\$ 0.2341	\$ 1.3010	\$ 1.2513	\$ 0.0497
REDUCED FAT (2%) MILK	GALLON	\$ 1.6930	\$ 0.2397	\$ 0.0512	\$ (0.1067)	\$ 1.3804	\$ 3.2576	\$ 0.1182	\$ 3.3758	\$ (0.3356)	\$ 0.9364	\$ 3.9766	\$ 3.8655	\$ 0.1111
	1/2 GALLON	\$ 0.8465	\$ 0.1875	\$ 0.0256	\$ (0.0317)	\$ 0.6902	\$ 1.7181	\$ 0.0623	\$ 1.7804	\$ (0.1678)	\$ 0.4682	\$ 2.0808	\$ 2.0257	\$ 0.0551
	QUART	\$ 0.4232	\$ 0.1835	\$ 0.0128	\$ 0.0467	\$ 0.3451	\$ 1.0113	\$ 0.0367	\$ 1.0480	\$ (0.0839)	\$ 0.2341	\$ 1.1982	\$ 1.1809	\$ 0.0173
	PINT	\$ 0.2116	\$ 0.1318	\$ 0.0064	\$ 0.0633	\$ 0.1726	\$ 0.5857	\$ 0.0212	\$ 0.6069	\$ (0.0420)	\$ 0.1171	\$ 0.6820	\$ 0.6661	\$ 0.0159
	12 OUNCE	\$ 0.1587	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1294	\$ 0.3559	\$ 0.0129	\$ 0.3688	\$ (0.0315)	\$ 0.0878	\$ 0.4251	\$ 0.4139	\$ 0.0112
	10 OUNCE	\$ 0.1323	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1078	\$ 0.3296	\$ 0.0120	\$ 0.3416	\$ (0.0262)	\$ 0.0732	\$ 0.3886	\$ 0.3792	\$ 0.0094
	1/2 PINT	\$ 0.1058	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0863	\$ 0.2597	\$ 0.0094	\$ 0.2691	\$ (0.0210)	\$ 0.0585	\$ 0.3066	\$ 0.2997	\$ 0.0069
	4 OUNCE	\$ 0.0529	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0431	\$ 0.1776	\$ 0.0064	\$ 0.1840	\$ (0.0105)	\$ 0.0293	\$ 0.2028	\$ 0.1941	\$ 0.0087
	Bulk per Quart	\$ 0.4232	\$ 0.0781	\$ 0.0128	\$ 0.1682	\$ 0.3451	\$ 1.0274	\$ 0.0373	\$ 1.0647	\$ (0.0839)	\$ 0.2341	\$ 1.2149	\$ 1.1664	\$ 0.0485
LOW FAT (1%) MILK	GALLON	\$ 1.4352	\$ 0.2397	\$ 0.0512	\$ (0.1067)	\$ 1.3804	\$ 2.9998	\$ 0.1088	\$ 3.1086	\$ (0.3356)	\$ 0.9364	\$ 3.7094	\$ 3.6002	\$ 0.1092
	1/2 GALLON	\$ 0.7176	\$ 0.1875	\$ 0.0256	\$ (0.0317)	\$ 0.6902	\$ 1.5892	\$ 0.0576	\$ 1.6468	\$ (0.1678)	\$ 0.4682	\$ 1.9472	\$ 1.8930	\$ 0.0542
	QUART	\$ 0.3588	\$ 0.1835	\$ 0.0128	\$ 0.0467	\$ 0.3451	\$ 0.9469	\$ 0.0343	\$ 0.9812	\$ (0.0839)	\$ 0.2341	\$ 1.1314	\$ 1.1146	\$ 0.0168
	PINT	\$ 0.1794	\$ 0.1318	\$ 0.0064	\$ 0.0633	\$ 0.1726	\$ 0.5535	\$ 0.0201	\$ 0.5736	\$ (0.0420)	\$ 0.1171	\$ 0.6487	\$ 0.6329	\$ 0.0158
	12 OUNCE	\$ 0.1346	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1294	\$ 0.3318	\$ 0.0120	\$ 0.3438	\$ (0.0315)	\$ 0.0878	\$ 0.4001	\$ 0.3890	\$ 0.0111
	10 OUNCE	\$ 0.1121	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1078	\$ 0.3094	\$ 0.0112	\$ 0.3206	\$ (0.0262)	\$ 0.0732	\$ 0.3676	\$ 0.3585	\$ 0.0091
	1/2 PINT	\$ 0.0897	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0863	\$ 0.2436	\$ 0.0088	\$ 0.2524	\$ (0.0210)	\$ 0.0585	\$ 0.2899	\$ 0.2831	\$ 0.0068
	4 OUNCE	\$ 0.0449	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0431	\$ 0.1696	\$ 0.0062	\$ 0.1758	\$ (0.0105)	\$ 0.0293	\$ 0.1946	\$ 0.1858	\$ 0.0088
	Bulk per Quart	\$ 0.3588	\$ 0.0781	\$ 0.0128	\$ 0.1682	\$ 0.3451	\$ 0.9630	\$ 0.0349	\$ 0.9979	\$ (0.0839)	\$ 0.2341	\$ 1.1481	\$ 1.1000	\$ 0.0481
NON FAT (SKIM) MILK	GALLON	\$ 1.2246	\$ 0.2397	\$ 0.0512	\$ (0.1067)	\$ 1.3804	\$ 2.7892	\$ 0.1012	\$ 2.8904	\$ (0.3356)	\$ 0.9364	\$ 3.4912	\$ 3.3712	\$ 0.1200
	1/2 GALLON	\$ 0.6123	\$ 0.1875	\$ 0.0256	\$ (0.0317)	\$ 0.6902	\$ 1.4839	\$ 0.0538	\$ 1.5377	\$ (0.1678)	\$ 0.4682	\$ 1.8381	\$ 1.7785	\$ 0.0596
	QUART	\$ 0.3061	\$ 0.1835	\$ 0.0128	\$ 0.0467	\$ 0.3451	\$ 0.8942	\$ 0.0324	\$ 0.9266	\$ (0.0839)	\$ 0.2341	\$ 1.0768	\$ 1.0574	\$ 0.0194
	PINT	\$ 0.1531	\$ 0.1318	\$ 0.0064	\$ 0.0633	\$ 0.1726	\$ 0.5272	\$ 0.0191	\$ 0.5463	\$ (0.0420)	\$ 0.1171	\$ 0.6214	\$ 0.6042	\$ 0.0172
	12 OUNCE	\$ 0.1148	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1294	\$ 0.3120	\$ 0.0113	\$ 0.3233	\$ (0.0315)	\$ 0.0878	\$ 0.3796	\$ 0.3676	\$ 0.0120
	10 OUNCE	\$ 0.0957	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1078	\$ 0.2930	\$ 0.0106	\$ 0.3036	\$ (0.0262)	\$ 0.0732	\$ 0.3506	\$ 0.3407	\$ 0.0099
	1/2 PINT	\$ 0.0765	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0863	\$ 0.2304	\$ 0.0084	\$ 0.2388	\$ (0.0210)	\$ 0.0585	\$ 0.2763	\$ 0.2688	\$ 0.0075
	4 OUNCE	\$ 0.0383	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0431	\$ 0.1630	\$ 0.0059	\$ 0.1689	\$ (0.0105)	\$ 0.0293	\$ 0.1877	\$ 0.1787	\$ 0.0090
	Bulk per Quart	\$ 0.3061	\$ 0.0781	\$ 0.0128	\$ 0.1682	\$ 0.3451	\$ 0.9103	\$ 0.0330	\$ 0.9433	\$ (0.0839)	\$ 0.2341	\$ 1.0935	\$ 1.0428	\$ 0.0507

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0036 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP**  
**OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
<b>FLAVORED MILK</b>	GALLON	\$ 2.2712	\$ 0.2397	\$ 0.0512	\$ (0.1067)	\$ 1.3804	\$ 3.8358	\$ 0.1391	\$ 3.9749	\$ (0.3356)	\$ 0.9364	\$ 4.5757	\$ 4.5307	\$ 0.0450
	1/2 GALLON	\$ 1.1356	\$ 0.1875	\$ 0.0256	\$ (0.0317)	\$ 0.6902	\$ 2.0072	\$ 0.0728	\$ 2.0800	\$ (0.1678)	\$ 0.4682	\$ 2.3804	\$ 2.3583	\$ 0.0221
	QUART	\$ 0.5678	\$ 0.1835	\$ 0.0128	\$ 0.0467	\$ 0.3451	\$ 1.1559	\$ 0.0419	\$ 1.1978	\$ (0.0839)	\$ 0.2341	\$ 1.3480	\$ 1.3472	\$ 0.0008
	PINT	\$ 0.2839	\$ 0.1318	\$ 0.0064	\$ 0.0633	\$ 0.1726	\$ 0.6580	\$ 0.0239	\$ 0.6819	\$ (0.0420)	\$ 0.1171	\$ 0.7570	\$ 0.7492	\$ 0.0078
	12 OUNCE	\$ 0.2129	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1294	\$ 0.4101	\$ 0.0149	\$ 0.4250	\$ (0.0315)	\$ 0.0878	\$ 0.4813	\$ 0.4763	\$ 0.0050
	10 OUNCE	\$ 0.1774	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1078	\$ 0.3747	\$ 0.0136	\$ 0.3883	\$ (0.0262)	\$ 0.0732	\$ 0.4353	\$ 0.4312	\$ 0.0041
	1/2 PINT	\$ 0.1420	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0863	\$ 0.2959	\$ 0.0107	\$ 0.3066	\$ (0.0210)	\$ 0.0585	\$ 0.3441	\$ 0.3413	\$ 0.0028
	4 OUNCE	\$ 0.0710	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0431	\$ 0.1957	\$ 0.0071	\$ 0.2028	\$ (0.0105)	\$ 0.0293	\$ 0.2216	\$ 0.2150	\$ 0.0066
	Bulk per Quart	\$ 0.5678	\$ 0.0781	\$ 0.0128	\$ 0.1682	\$ 0.3451	\$ 1.1720	\$ 0.0425	\$ 1.2145	\$ (0.0839)	\$ 0.2341	\$ 1.3647	\$ 1.3327	\$ 0.0320
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 1.6936	\$ 0.2397	\$ 0.0512	\$ (0.1067)	\$ 1.3804	\$ 3.2582	\$ 0.1182	\$ 3.3764	\$ (0.3356)	\$ 0.9364	\$ 3.9772	\$ 3.8568	\$ 0.1204
	1/2 GALLON	\$ 0.8468	\$ 0.1875	\$ 0.0256	\$ (0.0317)	\$ 0.6902	\$ 1.7184	\$ 0.0623	\$ 1.7807	\$ (0.1678)	\$ 0.4682	\$ 2.0811	\$ 2.0213	\$ 0.0598
	QUART	\$ 0.4234	\$ 0.1835	\$ 0.0128	\$ 0.0467	\$ 0.3451	\$ 1.0115	\$ 0.0367	\$ 1.0482	\$ (0.0839)	\$ 0.2341	\$ 1.1984	\$ 1.1787	\$ 0.0197
	PINT	\$ 0.2117	\$ 0.1318	\$ 0.0064	\$ 0.0633	\$ 0.1726	\$ 0.5858	\$ 0.0212	\$ 0.6070	\$ (0.0420)	\$ 0.1171	\$ 0.6821	\$ 0.6649	\$ 0.0172
	12 OUNCE	\$ 0.1588	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1294	\$ 0.3560	\$ 0.0129	\$ 0.3689	\$ (0.0315)	\$ 0.0878	\$ 0.4252	\$ 0.4132	\$ 0.0120
	10 OUNCE	\$ 0.1323	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1078	\$ 0.3296	\$ 0.0120	\$ 0.3416	\$ (0.0262)	\$ 0.0732	\$ 0.3886	\$ 0.3786	\$ 0.0100
	1/2 PINT	\$ 0.1059	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0863	\$ 0.2598	\$ 0.0094	\$ 0.2692	\$ (0.0210)	\$ 0.0585	\$ 0.3067	\$ 0.2992	\$ 0.0075
	4 OUNCE	\$ 0.0529	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0431	\$ 0.1776	\$ 0.0064	\$ 0.1840	\$ (0.0105)	\$ 0.0293	\$ 0.2028	\$ 0.1939	\$ 0.0089
	Bulk per Quart	\$ 0.4234	\$ 0.0781	\$ 0.0128	\$ 0.1682	\$ 0.3451	\$ 1.0276	\$ 0.0373	\$ 1.0649	\$ (0.0839)	\$ 0.2341	\$ 1.2151	\$ 1.1642	\$ 0.0509
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 1.3312	\$ 0.2397	\$ 0.0512	\$ (0.1067)	\$ 1.3804	\$ 2.8958	\$ 0.1050	\$ 3.0008	\$ (0.3356)	\$ 0.9364	\$ 3.6016	\$ 3.5011	\$ 0.1005
	1/2 GALLON	\$ 0.6656	\$ 0.1875	\$ 0.0256	\$ (0.0317)	\$ 0.6902	\$ 1.5372	\$ 0.0558	\$ 1.5930	\$ (0.1678)	\$ 0.4682	\$ 1.8934	\$ 1.8435	\$ 0.0499
	QUART	\$ 0.3328	\$ 0.1835	\$ 0.0128	\$ 0.0467	\$ 0.3451	\$ 0.9209	\$ 0.0334	\$ 0.9543	\$ (0.0839)	\$ 0.2341	\$ 1.1045	\$ 1.0898	\$ 0.0147
	PINT	\$ 0.1664	\$ 0.1318	\$ 0.0064	\$ 0.0633	\$ 0.1726	\$ 0.5405	\$ 0.0196	\$ 0.5601	\$ (0.0420)	\$ 0.1171	\$ 0.6352	\$ 0.6205	\$ 0.0147
	12 OUNCE	\$ 0.1248	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1294	\$ 0.3220	\$ 0.0117	\$ 0.3337	\$ (0.0315)	\$ 0.0878	\$ 0.3900	\$ 0.3798	\$ 0.0102
	10 OUNCE	\$ 0.1040	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1078	\$ 0.3013	\$ 0.0109	\$ 0.3122	\$ (0.0262)	\$ 0.0732	\$ 0.3592	\$ 0.3508	\$ 0.0084
	1/2 PINT	\$ 0.0832	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0863	\$ 0.2371	\$ 0.0086	\$ 0.2457	\$ (0.0210)	\$ 0.0585	\$ 0.2832	\$ 0.2770	\$ 0.0062
	4 OUNCE	\$ 0.0416	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0431	\$ 0.1663	\$ 0.0060	\$ 0.1723	\$ (0.0105)	\$ 0.0293	\$ 0.1911	\$ 0.1827	\$ 0.0084
	Bulk per Quart	\$ 0.3328	\$ 0.0781	\$ 0.0128	\$ 0.1682	\$ 0.3451	\$ 0.9370	\$ 0.0340	\$ 0.9710	\$ (0.0839)	\$ 0.2341	\$ 1.1212	\$ 1.0753	\$ 0.0459
<b>BUTTERMILK</b>	GALLON	\$ 1.8800	\$ 0.2397	\$ 0.0512	\$ (0.1067)	\$ 1.3804	\$ 3.4446	\$ 0.1249	\$ 3.5695	\$ (0.3356)	\$ 0.9364	\$ 4.1703	\$ 4.0557	\$ 0.1146
	1/2 GALLON	\$ 0.9400	\$ 0.1875	\$ 0.0256	\$ (0.0317)	\$ 0.6902	\$ 1.8116	\$ 0.0657	\$ 1.8773	\$ (0.1678)	\$ 0.4682	\$ 2.1777	\$ 2.1208	\$ 0.0569
	QUART	\$ 0.4700	\$ 0.1835	\$ 0.0128	\$ 0.0467	\$ 0.3451	\$ 1.0581	\$ 0.0384	\$ 1.0965	\$ (0.0839)	\$ 0.2341	\$ 1.2467	\$ 1.2284	\$ 0.0183
	PINT	\$ 0.2350	\$ 0.1318	\$ 0.0064	\$ 0.0633	\$ 0.1726	\$ 0.6091	\$ 0.0221	\$ 0.6312	\$ (0.0420)	\$ 0.1171	\$ 0.7063	\$ 0.6898	\$ 0.0165
	12 OUNCE	\$ 0.1763	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1294	\$ 0.3735	\$ 0.0135	\$ 0.3870	\$ (0.0315)	\$ 0.0878	\$ 0.4433	\$ 0.4318	\$ 0.0115
	10 OUNCE	\$ 0.1469	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1078	\$ 0.3442	\$ 0.0125	\$ 0.3567	\$ (0.0262)	\$ 0.0732	\$ 0.4037	\$ 0.3942	\$ 0.0095
	1/2 PINT	\$ 0.1175	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0863	\$ 0.2714	\$ 0.0098	\$ 0.2812	\$ (0.0210)	\$ 0.0585	\$ 0.3187	\$ 0.3116	\$ 0.0071
	4 OUNCE	\$ 0.0588	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0431	\$ 0.1835	\$ 0.0067	\$ 0.1902	\$ (0.0105)	\$ 0.0293	\$ 0.2090	\$ 0.2001	\$ 0.0089
	Bulk per Quart	\$ 0.4700	\$ 0.0781	\$ 0.0128	\$ 0.1682	\$ 0.3451	\$ 1.0742	\$ 0.0390	\$ 1.1132	\$ (0.0839)	\$ 0.2341	\$ 1.2634	\$ 1.2139	\$ 0.0495

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0036 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP  
OCTOBER 2023 MILK PRICES**

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

EGG NOG	GALLON	\$ 4.7240	\$ 0.2397	\$ 0.0512	\$ (0.1067)	\$ 1.3804	\$ 6.2886	\$ 0.2281	\$ 6.5167	\$ (0.3356)	\$ 0.9364	\$ 7.1175	\$ 8.0466	\$ (0.9291)
	1/2 GALLON	\$ 2.3620	\$ 0.1875	\$ 0.0256	\$ (0.0317)	\$ 0.6902	\$ 3.2336	\$ 0.1173	\$ 3.3509	\$ (0.1678)	\$ 0.4682	\$ 3.6513	\$ 4.1163	\$ (0.4650)
	QUART	\$ 1.1810	\$ 0.1835	\$ 0.0128	\$ 0.0467	\$ 0.3451	\$ 1.7691	\$ 0.0642	\$ 1.8333	\$ (0.0839)	\$ 0.2341	\$ 1.9835	\$ 2.2262	\$ (0.2427)
	PINT	\$ 0.5905	\$ 0.1318	\$ 0.0064	\$ 0.0633	\$ 0.1726	\$ 0.9646	\$ 0.0350	\$ 0.9996	\$ (0.0420)	\$ 0.1171	\$ 1.0747	\$ 1.1887	\$ (0.1140)
	12 OUNCE	\$ 0.4429	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1294	\$ 0.6401	\$ 0.0232	\$ 0.6633	\$ (0.0315)	\$ 0.0878	\$ 0.7196	\$ 0.8059	\$ (0.0863)
	10 OUNCE	\$ 0.3691	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1078	\$ 0.5664	\$ 0.0205	\$ 0.5869	\$ (0.0262)	\$ 0.0732	\$ 0.6339	\$ 0.7060	\$ (0.0721)
	1/2 PINT	\$ 0.2953	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0863	\$ 0.4492	\$ 0.0163	\$ 0.4655	\$ (0.0210)	\$ 0.0585	\$ 0.5030	\$ 0.5610	\$ (0.0580)
	4 OUNCE	\$ 0.1476	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0431	\$ 0.2723	\$ 0.0099	\$ 0.2822	\$ (0.0105)	\$ 0.0293	\$ 0.3010	\$ 0.3248	\$ (0.0238)
	Bulk per Quart	\$ 1.1810	\$ 0.0781	\$ 0.0128	\$ 0.1682	\$ 0.3451	\$ 1.7852	\$ 0.0647	\$ 1.8499	\$ (0.0839)	\$ 0.2341	\$ 2.0001	\$ 2.2117	\$ (0.2116)

Footnote:  
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0036 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP**  
**OCTOBER 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.3209	\$ (0.5833)	\$ 0.5179	\$ 0.1181	\$ 4.37	\$ 4.27	\$ 0.10
	1/2 GALLON	\$ 2.2530	\$ (0.3042)	\$ 0.3105	\$ 0.0627	\$ 2.32	\$ 2.27	\$ 0.05
	QUART	<b>\$ 1.2843</b>	<b>\$ (0.1734)</b>	<b>\$ 0.2074</b>	<b>\$ 0.0366</b>	<b>\$ 1.35</b>	<b>\$ 1.34</b>	<b>\$ 0.01</b>
	PINT	\$ 0.7252	\$ (0.0979)	\$ 0.1911	\$ 0.0227	\$ 0.84	\$ 0.83	\$ 0.01
	12 OUNCE	\$ 0.4574	\$ (0.0617)	\$ 0.1434	\$ 0.0150	\$ 0.55	\$ 0.54	\$ 0.01
	10 OUNCE	\$ 0.4154	\$ (0.0561)	\$ 0.1195	\$ 0.0133	\$ 0.49	\$ 0.48	\$ 0.01
	1/2 PINT	\$ 0.3282	\$ (0.0443)	\$ 0.1086	\$ 0.0109	\$ 0.40	\$ 0.40	\$ -
	4 OUNCE	\$ 0.2136	\$ (0.0288)	\$ 0.0544	\$ 0.0066	\$ 0.25	\$ 0.24	\$ 0.01
	Bulk per Quart	\$ 1.3010	\$ (0.1756)	\$ 0.2074	\$ 0.0370	\$ 1.37	\$ 1.33	\$ 0.04
	REDUCED FAT (2%) MILK	GALLON	\$ 3.9766	\$ (0.5368)	\$ 0.5179	\$ 0.1098	\$ 4.07	\$ 3.97
1/2 GALLON		\$ 2.0808	\$ (0.2809)	\$ 0.3105	\$ 0.0586	\$ 2.17	\$ 2.12	\$ 0.05
QUART		\$ 1.1982	\$ (0.1618)	\$ 0.2074	\$ 0.0345	\$ 1.28	\$ 1.26	\$ 0.02
PINT		\$ 0.6820	\$ (0.0921)	\$ 0.1911	\$ 0.0217	\$ 0.80	\$ 0.79	\$ 0.01
12 OUNCE		\$ 0.4251	\$ (0.0574)	\$ 0.1434	\$ 0.0142	\$ 0.53	\$ 0.52	\$ 0.01
10 OUNCE		\$ 0.3886	\$ (0.0525)	\$ 0.1195	\$ 0.0126	\$ 0.47	\$ 0.46	\$ 0.01
1/2 PINT		\$ 0.3066	\$ (0.0414)	\$ 0.1086	\$ 0.0104	\$ 0.38	\$ 0.38	\$ -
4 OUNCE		\$ 0.2028	\$ (0.0274)	\$ 0.0544	\$ 0.0064	\$ 0.24	\$ 0.23	\$ 0.01
Bulk per Quart		\$ 1.2149	\$ (0.1640)	\$ 0.2074	\$ 0.0349	\$ 1.29	\$ 1.25	\$ 0.04
LOW FAT (1%) MILK		GALLON	\$ 3.7094	\$ (0.5008)	\$ 0.5179	\$ 0.1034	\$ 3.83	\$ 3.73
	1/2 GALLON	\$ 1.9472	\$ (0.2629)	\$ 0.3105	\$ 0.0554	\$ 2.05	\$ 2.00	\$ 0.05
	QUART	\$ 1.1314	\$ (0.1527)	\$ 0.2074	\$ 0.0329	\$ 1.22	\$ 1.20	\$ 0.02
	PINT	\$ 0.6487	\$ (0.0876)	\$ 0.1911	\$ 0.0209	\$ 0.77	\$ 0.76	\$ 0.01
	12 OUNCE	\$ 0.4001	\$ (0.0540)	\$ 0.1434	\$ 0.0136	\$ 0.50	\$ 0.49	\$ 0.01
	10 OUNCE	\$ 0.3676	\$ (0.0496)	\$ 0.1195	\$ 0.0121	\$ 0.45	\$ 0.44	\$ 0.01
	1/2 PINT	\$ 0.2899	\$ (0.0391)	\$ 0.1086	\$ 0.0100	\$ 0.37	\$ 0.36	\$ 0.01
	4 OUNCE	\$ 0.1946	\$ (0.0263)	\$ 0.0544	\$ 0.0062	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.1481	\$ (0.1550)	\$ 0.2074	\$ 0.0333	\$ 1.23	\$ 1.19	\$ 0.04
	NON FAT (SKIM) MILK	GALLON	\$ 3.4912	\$ (0.4713)	\$ 0.5179	\$ 0.0982	\$ 3.64	\$ 3.53
1/2 GALLON		\$ 1.8381	\$ (0.2481)	\$ 0.3105	\$ 0.0527	\$ 1.95	\$ 1.90	\$ 0.05
QUART		\$ 1.0768	\$ (0.1454)	\$ 0.2074	\$ 0.0316	\$ 1.17	\$ 1.15	\$ 0.02
PINT		\$ 0.6214	\$ (0.0839)	\$ 0.1911	\$ 0.0202	\$ 0.75	\$ 0.73	\$ 0.02
12 OUNCE		\$ 0.3796	\$ (0.0512)	\$ 0.1434	\$ 0.0131	\$ 0.48	\$ 0.47	\$ 0.01
10 OUNCE		\$ 0.3506	\$ (0.0473)	\$ 0.1195	\$ 0.0117	\$ 0.43	\$ 0.43	\$ -
1/2 PINT		\$ 0.2763	\$ (0.0373)	\$ 0.1086	\$ 0.0096	\$ 0.36	\$ 0.35	\$ 0.01
4 OUNCE		\$ 0.1877	\$ (0.0253)	\$ 0.0544	\$ 0.0060	\$ 0.22	\$ 0.21	\$ 0.01
Bulk per Quart		\$ 1.0935	\$ (0.1476)	\$ 0.2074	\$ 0.0320	\$ 1.19	\$ 1.14	\$ 0.05

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP**  
**OCTOBER 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.5757	\$ (0.6177)	\$ 0.5179	\$ 0.1242	\$ 4.60	\$ 4.56 \$ 0.04
	1/2 GALLON	\$ 2.3804	\$ (0.3214)	\$ 0.3105	\$ 0.0658	\$ 2.44	\$ 2.42 \$ 0.02
	QUART	\$ 1.3480	\$ (0.1820)	\$ 0.2074	\$ 0.0381	\$ 1.41	\$ 1.41 \$ -
	PINT	\$ 0.7570	\$ (0.1022)	\$ 0.1911	\$ 0.0235	\$ 0.87	\$ 0.86 \$ 0.01
	12 OUNCE	\$ 0.4813	\$ (0.0650)	\$ 0.1434	\$ 0.0155	\$ 0.58	\$ 0.57 \$ 0.01
	10 OUNCE	\$ 0.4353	\$ (0.0588)	\$ 0.1195	\$ 0.0138	\$ 0.51	\$ 0.51 \$ -
	1/2 PINT	\$ 0.3441	\$ (0.0465)	\$ 0.1086	\$ 0.0113	\$ 0.42	\$ 0.42 \$ -
	4 OUNCE	\$ 0.2216	\$ (0.0299)	\$ 0.0544	\$ 0.0068	\$ 0.25	\$ 0.25 \$ -
	Bulk per Quart	\$ 1.3647	\$ (0.1842)	\$ 0.2074	\$ 0.0385	\$ 1.43	\$ 1.40 \$ 0.03
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.9772	\$ (0.5369)	\$ 0.5179	\$ 0.1098	\$ 4.07	\$ 3.96 \$ 0.11
	1/2 GALLON	\$ 2.0811	\$ (0.2809)	\$ 0.3105	\$ 0.0586	\$ 2.17	\$ 2.12 \$ 0.05
	QUART	\$ 1.1984	\$ (0.1618)	\$ 0.2074	\$ 0.0345	\$ 1.28	\$ 1.26 \$ 0.02
	PINT	\$ 0.6821	\$ (0.0921)	\$ 0.1911	\$ 0.0217	\$ 0.80	\$ 0.79 \$ 0.01
	12 OUNCE	\$ 0.4252	\$ (0.0574)	\$ 0.1434	\$ 0.0142	\$ 0.53	\$ 0.51 \$ 0.02
	10 OUNCE	\$ 0.3886	\$ (0.0525)	\$ 0.1195	\$ 0.0126	\$ 0.47	\$ 0.46 \$ 0.01
	1/2 PINT	\$ 0.3067	\$ (0.0414)	\$ 0.1086	\$ 0.0104	\$ 0.38	\$ 0.38 \$ -
	4 OUNCE	\$ 0.2028	\$ (0.0274)	\$ 0.0544	\$ 0.0064	\$ 0.24	\$ 0.23 \$ 0.01
	Bulk per Quart	\$ 1.2151	\$ (0.1640)	\$ 0.2074	\$ 0.0349	\$ 1.29	\$ 1.25 \$ 0.04
FLAVORED NONFAT MILK	GALLON	\$ 3.6016	\$ (0.4862)	\$ 0.5179	\$ 0.1008	\$ 3.73	\$ 3.64 \$ 0.09
	1/2 GALLON	\$ 1.8934	\$ (0.2556)	\$ 0.3105	\$ 0.0541	\$ 2.00	\$ 1.96 \$ 0.04
	QUART	\$ 1.1045	\$ (0.1491)	\$ 0.2074	\$ 0.0323	\$ 1.20	\$ 1.18 \$ 0.02
	PINT	\$ 0.6352	\$ (0.0858)	\$ 0.1911	\$ 0.0205	\$ 0.76	\$ 0.75 \$ 0.01
	12 OUNCE	\$ 0.3900	\$ (0.0527)	\$ 0.1434	\$ 0.0133	\$ 0.49	\$ 0.49 \$ -
	10 OUNCE	\$ 0.3592	\$ (0.0485)	\$ 0.1195	\$ 0.0119	\$ 0.44	\$ 0.43 \$ 0.01
	1/2 PINT	\$ 0.2832	\$ (0.0382)	\$ 0.1086	\$ 0.0098	\$ 0.36	\$ 0.36 \$ -
	4 OUNCE	\$ 0.1911	\$ (0.0258)	\$ 0.0544	\$ 0.0061	\$ 0.23	\$ 0.22 \$ 0.01
	Bulk per Quart	\$ 1.1212	\$ (0.1514)	\$ 0.2074	\$ 0.0327	\$ 1.21	\$ 1.17 \$ 0.04
BUTTERMILK	GALLON	\$ 4.1703	\$ (0.5630)	\$ 0.5179	\$ 0.1145	\$ 4.24	\$ 4.14 \$ 0.10
	1/2 GALLON	\$ 2.1777	\$ (0.2940)	\$ 0.3105	\$ 0.0609	\$ 2.26	\$ 2.20 \$ 0.06
	QUART	\$ 1.2467	\$ (0.1683)	\$ 0.2074	\$ 0.0357	\$ 1.32	\$ 1.31 \$ 0.01
	PINT	\$ 0.7063	\$ (0.0954)	\$ 0.1911	\$ 0.0223	\$ 0.82	\$ 0.81 \$ 0.01
	12 OUNCE	\$ 0.4433	\$ (0.0598)	\$ 0.1434	\$ 0.0146	\$ 0.54	\$ 0.53 \$ 0.01
	10 OUNCE	\$ 0.4037	\$ (0.0545)	\$ 0.1195	\$ 0.0130	\$ 0.48	\$ 0.47 \$ 0.01
	1/2 PINT	\$ 0.3187	\$ (0.0430)	\$ 0.1086	\$ 0.0107	\$ 0.40	\$ 0.39 \$ 0.01
	4 OUNCE	\$ 0.2090	\$ (0.0282)	\$ 0.0544	\$ 0.0065	\$ 0.24	\$ 0.23 \$ 0.01
	Bulk per Quart	\$ 1.2634	\$ (0.1706)	\$ 0.2074	\$ 0.0361	\$ 1.34	\$ 1.29 \$ 0.05

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP  
OCTOBER 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 7.1175	\$ (0.9609)	\$ 0.5179	\$ 0.1852	\$ 7.13	\$ 8.05	\$ (0.92)
	<b>1/2 GALLON</b>	\$ 3.6513	\$ (0.4929)	\$ 0.3105	\$ 0.0963	\$ 3.66	\$ 4.12	\$ (0.46)
	<b>QUART</b>	\$ 1.9835	\$ (0.2678)	\$ 0.2074	\$ 0.0534	\$ 1.99	\$ 2.23	\$ (0.24)
	<b>PINT</b>	\$ 1.0747	\$ (0.1451)	\$ 0.1911	\$ 0.0311	\$ 1.15	\$ 1.25	\$ (0.10)
	<b>12 OUNCE</b>	\$ 0.7196	\$ (0.0971)	\$ 0.1434	\$ 0.0213	\$ 0.79	\$ 0.86	\$ (0.07)
	<b>10 OUNCE</b>	\$ 0.6339	\$ (0.0856)	\$ 0.1195	\$ 0.0185	\$ 0.69	\$ 0.75	\$ (0.06)
	<b>1/2 PINT</b>	\$ 0.5030	\$ (0.0679)	\$ 0.1086	\$ 0.0151	\$ 0.56	\$ 0.61	\$ (0.05)
	<b>4 OUNCE</b>	\$ 0.3010	\$ (0.0406)	\$ 0.0544	\$ 0.0087	\$ 0.32	\$ 0.34	\$ (0.02)
	<b>Bulk per Quart</b>	\$ 2.0001	\$ (0.2700)	\$ 0.2074	\$ 0.0538	\$ 2.01	\$ 2.22	\$ (0.21)