



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General
Order No. A-963 (CRO 13)

Posted: June 7, 2023
Effective: July 1, 2023

COST REPLACEMENT ORDER FOR THE SOUTH CENTRAL MILK MARKETING AREA, AREA 4

NOW, this 7th day of June 2023, the Commonwealth of Pennsylvania, Milk Marketing Board, issues this official general order pursuant to the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204. This order will become effective at 12:01 a.m. on July 1, 2023.

SECTION A INCORPORATION

The attached Findings of Fact, Conclusions of Law, and Attachments are incorporated herein by reference as though fully set forth in this order.

SECTION B SCOPE

(a) The costs adopted by the Board in this order shall replace the costs in the appropriate cost centers embodied in Official General Order A-963 (CRO 12) and will be incorporated into the wholesale and retail prices of Class I and II price-controlled packaged products sold in Milk Marketing Area No. 4, as defined in Section B of Official General Order A-963. Wholesale and retail prices will be adjusted as well by the increase in labor, insurance, and utility costs that the Board adopts in this order.

(b) The rate of return to dealers is 3.5%.

(c) The rate of return to retailers is 2.5%.

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-963

All parts of Official General Order A-963 (CRO 11) not inconsistent with Section B (relating to scope) continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Kristi Kassimer Harper, Consumer Member

Date: June 7, 2023

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FINDINGS OF FACT AND CONCLUSIONS OF LAW
COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 4

I. FINDINGS OF FACT

1. On April 19, 2023, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 4.

2. Notice of the hearing was published at 53 Pennsylvania Bulletin 684 dated January 28, 2023. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1622, dated January 11, 2023. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross section used by both Board Staff and the Area 4 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of DFA Dairy Brands Fluid, LLC – Lebanon; Galliker Dairy Company; Harrisburg Dairies, Inc.; Rutter Brothers Dairy, Inc.; and Turkey Hill, LLC.

4. Carol Hardbarger, PhD, appearing on behalf of Board Staff as an expert in research and consulting, testified that the dealer cross section was representative of the dealers doing business in Area 4. Dr. Hardbarger testified that the cross-section dealers accounted for 63.73% of the sales in Area 4. Dr. Hardbarger also testified that the sales by product for the cross-section dealers for the top five selling products were close to the same as that of all dealers selling into Area 4. Alexandra Deimler, appearing on behalf of Dealers as an expert in cost accounting and milk cost accounting, agreed that the cross section was representative. Based on the testimony of Dr. Hardbarger and Ms. Deimler, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 4.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Mr. Gojsovich and Ms. Deimler testified that the cross-section dealers incurred a cost of \$0.2721 per point for processing, packaging, and delivering milk in 2021. Based on this concurring testimony, the Board finds that the cross section dealers incurred a cost of \$0.2721 per point for processing, packaging, and delivery, and further finds that \$0.2721 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Ms. Deimler testified to the following 2022 ingredient costs, based on year 2021 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0002/lb; Non-Fat Milk - \$0.0034/lb; Flavored Milk - \$0.0516/lb; Flavored Reduced Fat Milk - \$0.0448/lb; Flavored Non-Fat Milk - \$0.0289/lb; Buttermilk - \$0.0322/lb; Egg Nog - \$0.3817/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Ms. Deimler presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0011 per point between the first halves of 2021 and 2022. The Board finds that \$0.0011 per point should be used in this order.

8. Mr. Gojsovich and Ms. Deimler recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in diesel fuel costs continue in Area 4. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 8 (Revised) and attached to this order as Attachment 1.

9. Mr. Gojsovich and Ms. Deimler recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in heating fuel costs continue in Area 4. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 9 (Revised) and attached to this order as Attachment 2.

10. Mr. Gojsovich and Ms. Deimler presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$0.0003 per pound. Based on the concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$0.0003 per pound.

11. Based on the concurring container costs evidence presented by Mr. Gojsovich and Ms. Deimler, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.2299; Half Gallon - \$0.1826; Quart - \$0.2251; Pint - \$0.1592; Half Pint (paper) - \$0.0288; Half Pint (plastic) - \$0.0837; 12 Ounce - \$0.0630; 10 Ounce - \$0.0309; 4 Ounce - \$0.0293; Bulk Per Quart (Dispenser) - \$0.0628. Both Mr. Gojsovich and Ms. Deimler testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly, based on the base costs testified to by Mr. Gojsovich and Ms. Deimler that are listed above.

Mr. Gojsovich and Ms. Deimler testified that a blended (or combined) container cost be used for products sold in containers that are available in both paper and plastic, except for half pint containers. They recommended that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on for products sold in rigid plastic containers. The Board finds that the blended container concept should continue to be used, except for half pint containers. The Board finds that minimum resale prices for products sold in paper half pint containers should be calculated using the paper container cost and that minimum resale prices for products sold in rigid plastic containers should be calculated by applying a plastic add-on to the paper container cost. The Board further finds that the base plastic add-on is \$0.0549 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

12. Both Mr. Gojsovich and Ms. Deimler testified that the container efficiency adjustment should be updated.

Based on year 2021 container sales and year 2021 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Ms. Deimler arrived at the following container efficiency adjustments:

Gallon	\$(0.0814)
Half Gallon	\$(0.0473)
Quart	\$0.0391
Pint	\$0.1068
Half Pint	\$0.0289
4 ounce	\$0.0410
Bulk (per quart)	\$0.0613

The Board finds that the container efficiency adjustments should be updated as presented by Mr. Gojsovich and Ms. Deimler.

13. No party presented evidence regarding Class II products. Ms. Deimler recommended that the Board continue using the existing methodology to price Class II products. Since there was no proposal by any party to change Class II pricing, the Board finds that the current Class II pricing methodology shall continue until a Class II hearing is called and the results memorialized in an Official General Order.

14. Ms. Deimler recommended that the Board maintain the rate of return at 3.5%. She testified that the rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. Ms. Deimler also testified maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry. No other party presented evidence concerning the milk dealer rate of return.

Based on Ms. Deimler's testimony the Board finds that the rate of return should remain 3.5%.

15. No evidence was presented at this hearing regarding retail prices. Since no evidence was presented, the Board finds that the current retail rate of return of 2.5% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

II. CONCLUSIONS OF LAW

1. The April 19, 2023, cost replacement hearing for Milk Marketing Area No. 4 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.

2. The record of the Area 6 hearing held on April 19, 2023, was incorporated by reference into the record of this Area 4 hearing.

3. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.

4. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.

5. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Kristi Kassimer Harper, Consumer Member

Date: April 6, 2022

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PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$	1,366,728
2. Average On-Highway Diesel Price per Gallon - YEAR 2021 (1)	\$	3.431
3. On-Highway Diesel Price per Gallon - DECEMBER 2022 (1)	\$	5.459
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		59.11%
5. Presumed Diesel Fuel Costs - DECEMBER 2022 ((Line 1 X Line 4) + Line 1)	\$	<u>2,174,575</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$	807,847
7. Weighted Delivery Points - YEAR 2021		<u>120,178,711</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0067</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	252,223
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2021 (1)	\$	8.34
3. Pennsylvania Average Natural Gas Price - Industrial - OCTOBER 2022 (1)	\$	12.67
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		51.92%
5. Presumed Heating Fuel Costs - OCTOBER 2022 ((Line 1 X Line 4) + Line 1)	\$	<u>383,177</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	130,954
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>315,467,951</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>0.0004</u></u>

Footnote:

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

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

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

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

	A	B	C	D	E	F	G	H	I	J	K	
	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
			(B ÷ A)	(A - B)								
Class 1	Standard (Whole) Milk	94,947,512	3,132,194	3.2989%	91,815,318	\$ 8,660,516	\$ 15,039,349	\$ 23,699,865	\$ 0.2496	\$ -	\$ 0.0003	\$ 0.2499
	Reduced Fat (2%) Milk	85,037,410	1,651,732	1.9424%	83,385,678	\$ 4,567,039	\$ 13,658,574	\$ 18,225,613	\$ 0.2143	\$ 0.0001	\$ 0.0003	\$ 0.2147
	Low Fat (1%) Milk	24,136,643	225,211	0.9331%	23,911,432	\$ 622,708	\$ 3,916,693	\$ 4,539,401	\$ 0.1881	\$ 0.0002	\$ 0.0003	\$ 0.1886
	Non Fat (Skim) Milk	12,360,146	9,727	0.0787%	12,350,419	\$ 26,895	\$ 2,022,999	\$ 2,049,894	\$ 0.1658	\$ 0.0034	\$ 0.0003	\$ 0.1695
	Flavored Milk	9,156,124	307,585	3.3593%	8,848,539	\$ 850,473	\$ 1,449,391	\$ 2,299,864	\$ 0.2512	\$ 0.0516	\$ 0.0003	\$ 0.3031
	Flavored Reduced Fat Milk	8,772,149	100,947	1.1508%	8,671,202	\$ 279,118	\$ 1,420,343	\$ 1,699,461	\$ 0.1937	\$ 0.0448	\$ 0.0003	\$ 0.2388
	Flavored NONFAT Milk	7,501,072	4,842	0.0646%	7,496,230	\$ 13,388	\$ 1,227,882	\$ 1,241,270	\$ 0.1655	\$ 0.0289	\$ 0.0003	\$ 0.1947
	Buttermilk	39,767	398	1.0008%	39,369	\$ 1,100	\$ 6,449	\$ 7,549	\$ 0.1898	\$ 0.0322	\$ 0.0003	\$ 0.2223
	Egg Nog	916,953	64,923	7.0803%	852,030	\$ 179,512	\$ 139,563	\$ 319,075	\$ 0.3480	\$ 0.3817	\$ 0.0003	\$ 0.7300

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1491	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.4074	\$ 0.1236	\$ 3.5310	\$ (0.4352)	\$ 0.9664	\$ 4.0622	\$ 4.0102	\$ 0.0520
	1/2 GALLON	\$ 1.0746	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.7668	\$ 0.0641	\$ 1.8309	\$ (0.2176)	\$ 0.4832	\$ 2.0965	\$ 2.0664	\$ 0.0301
	QUART	\$ 0.5373	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.0963	\$ 0.0398	\$ 1.1361	\$ (0.1088)	\$ 0.2416	\$ 1.2689	\$ 1.2511	\$ 0.0178
	PINT	\$ 0.2686	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6827	\$ 0.0248	\$ 0.7075	\$ (0.0544)	\$ 0.1208	\$ 0.7739	\$ 0.7547	\$ 0.0192
	12 OUNCE	\$ 0.2015	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3700	\$ 0.0134	\$ 0.3834	\$ (0.0408)	\$ 0.0906	\$ 0.4332	\$ 0.4264	\$ 0.0068
	10 OUNCE	\$ 0.1679	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2867	\$ 0.0104	\$ 0.2971	\$ (0.0340)	\$ 0.0755	\$ 0.3386	\$ 0.3329	\$ 0.0057
	1/2 PINT	\$ 0.1343	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2672	\$ 0.0097	\$ 0.2769	\$ (0.0272)	\$ 0.0604	\$ 0.3101	\$ 0.3073	\$ 0.0028
	4 OUNCE	\$ 0.0672	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1731	\$ 0.0063	\$ 0.1794	\$ (0.0136)	\$ 0.0302	\$ 0.1960	\$ 0.1953	\$ 0.0007
Bulk per Quart	\$ 0.5373	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.9455	\$ 0.0343	\$ 0.9798	\$ (0.1088)	\$ 0.2416	\$ 1.1126	\$ 1.0789	\$ 0.0337	
REDUCED FAT (2%) MILK	GALLON	\$ 1.8507	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.1090	\$ 0.1128	\$ 3.2218	\$ (0.4352)	\$ 0.9664	\$ 3.7530	\$ 3.7090	\$ 0.0440
	1/2 GALLON	\$ 0.9254	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.6176	\$ 0.0587	\$ 1.6763	\$ (0.2176)	\$ 0.4832	\$ 1.9419	\$ 1.9158	\$ 0.0261
	QUART	\$ 0.4627	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.0217	\$ 0.0371	\$ 1.0588	\$ (0.1088)	\$ 0.2416	\$ 1.1916	\$ 1.1759	\$ 0.0157
	PINT	\$ 0.2313	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6454	\$ 0.0234	\$ 0.6688	\$ (0.0544)	\$ 0.1208	\$ 0.7352	\$ 0.7170	\$ 0.0182
	12 OUNCE	\$ 0.1735	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3420	\$ 0.0124	\$ 0.3544	\$ (0.0408)	\$ 0.0906	\$ 0.4042	\$ 0.3982	\$ 0.0060
	10 OUNCE	\$ 0.1446	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2634	\$ 0.0096	\$ 0.2730	\$ (0.0340)	\$ 0.0755	\$ 0.3145	\$ 0.3094	\$ 0.0051
	1/2 PINT	\$ 0.1157	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2486	\$ 0.0090	\$ 0.2576	\$ (0.0272)	\$ 0.0604	\$ 0.2908	\$ 0.2884	\$ 0.0024
	4 OUNCE	\$ 0.0578	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1637	\$ 0.0059	\$ 0.1696	\$ (0.0136)	\$ 0.0302	\$ 0.1862	\$ 0.1859	\$ 0.0003
Bulk per Quart	\$ 0.4627	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.8709	\$ 0.0316	\$ 0.9025	\$ (0.1088)	\$ 0.2416	\$ 1.0353	\$ 1.0037	\$ 0.0316	
LOW FAT (1%) MILK	GALLON	\$ 1.6257	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 2.8840	\$ 0.1046	\$ 2.9886	\$ (0.4352)	\$ 0.9664	\$ 3.5198	\$ 3.4811	\$ 0.0387
	1/2 GALLON	\$ 0.8129	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.5051	\$ 0.0546	\$ 1.5597	\$ (0.2176)	\$ 0.4832	\$ 1.8253	\$ 1.8019	\$ 0.0234
	QUART	\$ 0.4064	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 0.9654	\$ 0.0350	\$ 1.0004	\$ (0.1088)	\$ 0.2416	\$ 1.1332	\$ 1.1189	\$ 0.0143
	PINT	\$ 0.2032	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6173	\$ 0.0224	\$ 0.6397	\$ (0.0544)	\$ 0.1208	\$ 0.7061	\$ 0.6886	\$ 0.0175
	12 OUNCE	\$ 0.1524	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3209	\$ 0.0116	\$ 0.3325	\$ (0.0408)	\$ 0.0906	\$ 0.3823	\$ 0.3768	\$ 0.0055
	10 OUNCE	\$ 0.1270	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2458	\$ 0.0089	\$ 0.2547	\$ (0.0340)	\$ 0.0755	\$ 0.2962	\$ 0.2916	\$ 0.0046
	1/2 PINT	\$ 0.1016	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2345	\$ 0.0085	\$ 0.2430	\$ (0.0272)	\$ 0.0604	\$ 0.2762	\$ 0.2742	\$ 0.0020
	4 OUNCE	\$ 0.0508	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1567	\$ 0.0057	\$ 0.1624	\$ (0.0136)	\$ 0.0302	\$ 0.1790	\$ 0.1788	\$ 0.0002
Bulk per Quart	\$ 0.4064	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.8146	\$ 0.0295	\$ 0.8441	\$ (0.1088)	\$ 0.2416	\$ 0.9769	\$ 0.9467	\$ 0.0302	
NON FAT (SKIM) MILK	GALLON	\$ 1.4628	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 2.7211	\$ 0.0987	\$ 2.8198	\$ (0.4352)	\$ 0.9664	\$ 3.3510	\$ 3.3017	\$ 0.0493
	1/2 GALLON	\$ 0.7314	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.4236	\$ 0.0516	\$ 1.4752	\$ (0.2176)	\$ 0.4832	\$ 1.7408	\$ 1.7121	\$ 0.0287
	QUART	\$ 0.3657	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 0.9247	\$ 0.0335	\$ 0.9582	\$ (0.1088)	\$ 0.2416	\$ 1.0910	\$ 1.0740	\$ 0.0170
	PINT	\$ 0.1828	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.5969	\$ 0.0216	\$ 0.6185	\$ (0.0544)	\$ 0.1208	\$ 0.6849	\$ 0.6661	\$ 0.0188
	12 OUNCE	\$ 0.1371	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3056	\$ 0.0111	\$ 0.3167	\$ (0.0408)	\$ 0.0906	\$ 0.3665	\$ 0.3600	\$ 0.0065
	10 OUNCE	\$ 0.1143	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2331	\$ 0.0085	\$ 0.2416	\$ (0.0340)	\$ 0.0755	\$ 0.2831	\$ 0.2776	\$ 0.0055
	1/2 PINT	\$ 0.0914	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2243	\$ 0.0081	\$ 0.2324	\$ (0.0272)	\$ 0.0604	\$ 0.2656	\$ 0.2629	\$ 0.0027
	4 OUNCE	\$ 0.0457	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1516	\$ 0.0055	\$ 0.1571	\$ (0.0136)	\$ 0.0302	\$ 0.1737	\$ 0.1732	\$ 0.0005
Bulk per Quart	\$ 0.3657	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.7739	\$ 0.0281	\$ 0.8020	\$ (0.1088)	\$ 0.2416	\$ 0.9348	\$ 0.9018	\$ 0.0330	

Footnote:

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

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

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.4248	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.6831	\$ 0.1336	\$ 3.8167	\$ (0.4352)	\$ 0.9664	\$ 4.3479	\$ 4.3247	\$ 0.0232
	1/2 GALLON	\$ 1.2124	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.9046	\$ 0.0691	\$ 1.9737	\$ (0.2176)	\$ 0.4832	\$ 2.2393	\$ 2.2236	\$ 0.0157
	QUART	\$ 0.6062	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.1652	\$ 0.0423	\$ 1.2075	\$ (0.1088)	\$ 0.2416	\$ 1.3403	\$ 1.3298	\$ 0.0105
	PINT	\$ 0.3031	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.7172	\$ 0.0260	\$ 0.7432	\$ (0.0544)	\$ 0.1208	\$ 0.8096	\$ 0.7940	\$ 0.0156
	12 OUNCE	\$ 0.2273	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3958	\$ 0.0144	\$ 0.4102	\$ (0.0408)	\$ 0.0906	\$ 0.4600	\$ 0.4559	\$ 0.0041
	10 OUNCE	\$ 0.1894	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.3082	\$ 0.0112	\$ 0.3194	\$ (0.0340)	\$ 0.0755	\$ 0.3609	\$ 0.3575	\$ 0.0034
	1/2 PINT	\$ 0.1516	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2845	\$ 0.0103	\$ 0.2948	\$ (0.0272)	\$ 0.0604	\$ 0.3280	\$ 0.3270	\$ 0.0010
	4 OUNCE	\$ 0.0758	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1817	\$ 0.0066	\$ 0.1883	\$ (0.0136)	\$ 0.0302	\$ 0.2049	\$ 0.2051	\$ (0.0002)
	Bulk per Quart	\$ 0.6062	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 1.0144	\$ 0.0368	\$ 1.0512	\$ (0.1088)	\$ 0.2416	\$ 1.1840	\$ 1.1576	\$ 0.0264
FLAVORED REDUCED-FAT MILK	GALLON	\$ 1.9104	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.1687	\$ 0.1149	\$ 3.2836	\$ (0.4352)	\$ 0.9664	\$ 3.8148	\$ 3.7974	\$ 0.0174
	1/2 GALLON	\$ 0.9552	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.6474	\$ 0.0598	\$ 1.7072	\$ (0.2176)	\$ 0.4832	\$ 1.9728	\$ 1.9600	\$ 0.0128
	QUART	\$ 0.4776	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.0366	\$ 0.0376	\$ 1.0742	\$ (0.1088)	\$ 0.2416	\$ 1.2070	\$ 1.1980	\$ 0.0090
	PINT	\$ 0.2388	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6529	\$ 0.0237	\$ 0.6766	\$ (0.0544)	\$ 0.1208	\$ 0.7430	\$ 0.7281	\$ 0.0149
	12 OUNCE	\$ 0.1791	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3476	\$ 0.0126	\$ 0.3602	\$ (0.0408)	\$ 0.0906	\$ 0.4100	\$ 0.4065	\$ 0.0035
	10 OUNCE	\$ 0.1493	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2681	\$ 0.0097	\$ 0.2778	\$ (0.0340)	\$ 0.0755	\$ 0.3193	\$ 0.3163	\$ 0.0030
	1/2 PINT	\$ 0.1194	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2523	\$ 0.0092	\$ 0.2615	\$ (0.0272)	\$ 0.0604	\$ 0.2947	\$ 0.2940	\$ 0.0007
	4 OUNCE	\$ 0.0597	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1656	\$ 0.0060	\$ 0.1716	\$ (0.0136)	\$ 0.0302	\$ 0.1882	\$ 0.1886	\$ (0.0004)
	Bulk per Quart	\$ 0.4776	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.8858	\$ 0.0321	\$ 0.9179	\$ (0.1088)	\$ 0.2416	\$ 1.0507	\$ 1.0258	\$ 0.0249
FLAVORED NONFAT MILK	GALLON	\$ 1.5576	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 2.8159	\$ 0.1021	\$ 2.9180	\$ (0.4352)	\$ 0.9664	\$ 3.4492	\$ 3.4186	\$ 0.0306
	1/2 GALLON	\$ 0.7788	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.4710	\$ 0.0534	\$ 1.5244	\$ (0.2176)	\$ 0.4832	\$ 1.7900	\$ 1.7706	\$ 0.0194
	QUART	\$ 0.3894	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 0.9484	\$ 0.0344	\$ 0.9828	\$ (0.1088)	\$ 0.2416	\$ 1.1156	\$ 1.1033	\$ 0.0123
	PINT	\$ 0.1947	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6088	\$ 0.0221	\$ 0.6309	\$ (0.0544)	\$ 0.1208	\$ 0.6973	\$ 0.6807	\$ 0.0166
	12 OUNCE	\$ 0.1460	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3145	\$ 0.0114	\$ 0.3259	\$ (0.0408)	\$ 0.0906	\$ 0.3757	\$ 0.3709	\$ 0.0048
	10 OUNCE	\$ 0.1217	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2405	\$ 0.0087	\$ 0.2492	\$ (0.0340)	\$ 0.0755	\$ 0.2907	\$ 0.2867	\$ 0.0040
	1/2 PINT	\$ 0.0974	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2303	\$ 0.0084	\$ 0.2387	\$ (0.0272)	\$ 0.0604	\$ 0.2719	\$ 0.2703	\$ 0.0016
	4 OUNCE	\$ 0.0487	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1546	\$ 0.0056	\$ 0.1602	\$ (0.0136)	\$ 0.0302	\$ 0.1768	\$ 0.1768	\$ -
	Bulk per Quart	\$ 0.3894	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.7976	\$ 0.0289	\$ 0.8265	\$ (0.1088)	\$ 0.2416	\$ 0.9593	\$ 0.9310	\$ 0.0283
BUTTERMILK	GALLON	\$ 1.9162	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.1745	\$ 0.1151	\$ 3.2896	\$ (0.4352)	\$ 0.9664	\$ 3.8208	\$ 3.7390	\$ 0.0818
	1/2 GALLON	\$ 0.9581	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.6503	\$ 0.0599	\$ 1.7102	\$ (0.2176)	\$ 0.4832	\$ 1.9758	\$ 1.9308	\$ 0.0450
	QUART	\$ 0.4791	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.0381	\$ 0.0377	\$ 1.0758	\$ (0.1088)	\$ 0.2416	\$ 1.2086	\$ 1.1834	\$ 0.0252
	PINT	\$ 0.2395	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6536	\$ 0.0237	\$ 0.6773	\$ (0.0544)	\$ 0.1208	\$ 0.7437	\$ 0.7208	\$ 0.0229
	12 OUNCE	\$ 0.1796	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3481	\$ 0.0126	\$ 0.3607	\$ (0.0408)	\$ 0.0906	\$ 0.4105	\$ 0.4010	\$ 0.0095
	10 OUNCE	\$ 0.1497	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2685	\$ 0.0097	\$ 0.2782	\$ (0.0340)	\$ 0.0755	\$ 0.3197	\$ 0.3118	\$ 0.0079
	1/2 PINT	\$ 0.1198	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2527	\$ 0.0092	\$ 0.2619	\$ (0.0272)	\$ 0.0604	\$ 0.2951	\$ 0.2903	\$ 0.0048
	4 OUNCE	\$ 0.0599	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1658	\$ 0.0060	\$ 0.1718	\$ (0.0136)	\$ 0.0302	\$ 0.1884	\$ 0.1869	\$ 0.0015
	Bulk per Quart	\$ 0.4791	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.8873	\$ 0.0322	\$ 0.9195	\$ (0.1088)	\$ 0.2416	\$ 1.0523	\$ 1.0111	\$ 0.0412

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

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

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 5.8400	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 7.0983	\$ 0.2575	\$ 7.3558	\$ (0.4352)	\$ 0.9664	\$ 7.8870	\$ 6.6152	\$ 1.2718
	1/2 GALLON	\$ 2.9200	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 3.6122	\$ 0.1310	\$ 3.7432	\$ (0.2176)	\$ 0.4832	\$ 4.0088	\$ 3.3689	\$ 0.6399
	QUART	\$ 1.4600	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 2.0190	\$ 0.0732	\$ 2.0922	\$ (0.1088)	\$ 0.2416	\$ 2.2250	\$ 1.9024	\$ 0.3226
	PINT	\$ 0.7300	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 1.1441	\$ 0.0415	\$ 1.1856	\$ (0.0544)	\$ 0.1208	\$ 1.2520	\$ 1.0803	\$ 0.1717
	12 OUNCE	\$ 0.5475	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.7160	\$ 0.0260	\$ 0.7420	\$ (0.0408)	\$ 0.0906	\$ 0.7918	\$ 0.6706	\$ 0.1212
	10 OUNCE	\$ 0.4563	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.5751	\$ 0.0209	\$ 0.5960	\$ (0.0340)	\$ 0.0755	\$ 0.6375	\$ 0.5364	\$ 0.1011
	1/2 PINT	\$ 0.3650	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.4979	\$ 0.0181	\$ 0.5160	\$ (0.0272)	\$ 0.0604	\$ 0.5492	\$ 0.4701	\$ 0.0791
	4 OUNCE	\$ 0.1825	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.2884	\$ 0.0105	\$ 0.2989	\$ (0.0136)	\$ 0.0302	\$ 0.3155	\$ 0.2767	\$ 0.0388
	Bulk per Quart	\$ 1.4600	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 1.8682	\$ 0.0678	\$ 1.9360	\$ (0.1088)	\$ 0.2416	\$ 2.0688	\$ 1.7302	\$ 0.3386

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.0622	\$ (0.4040)	\$ 0.8480	\$ 0.1155	\$ 4.62	\$ 4.57	\$ 0.05
	1/2 GALLON	\$ 2.0965	\$ (0.2020)	\$ 0.4240	\$ 0.0594	\$ 2.38	\$ 2.35	\$ 0.03
	QUART	\$ 1.2689	\$ (0.1010)	\$ 0.2120	\$ 0.0354	\$ 1.42	\$ 1.40	\$ 0.02
	PINT	\$ 0.7739	\$ (0.0505)	\$ 0.1060	\$ 0.0213	\$ 0.85	\$ 0.83	\$ 0.02
	12 OUNCE	\$ 0.4332	\$ (0.0379)	\$ 0.0795	\$ 0.0122	\$ 0.49	\$ 0.48	\$ 0.01
	10 OUNCE	\$ 0.3386	\$ (0.0316)	\$ 0.0663	\$ 0.0096	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.3101	\$ (0.0253)	\$ 0.0530	\$ 0.0087	\$ 0.35	\$ 0.34	\$ 0.01
	4 OUNCE	\$ 0.1960	\$ (0.0126)	\$ 0.0265	\$ 0.0054	\$ 0.22	\$ 0.21	\$ 0.01
	Bulk per Quart	\$ 1.1126	\$ (0.1010)	\$ 0.2120	\$ 0.0314	\$ 1.26	\$ 1.22	\$ 0.04
REDUCED FAT (2%) MILK	GALLON	\$ 3.7530	\$ (0.4040)	\$ 0.8480	\$ 0.1076	\$ 4.30	\$ 4.26	\$ 0.04
	1/2 GALLON	\$ 1.9419	\$ (0.2020)	\$ 0.4240	\$ 0.0555	\$ 2.22	\$ 2.19	\$ 0.03
	QUART	\$ 1.1916	\$ (0.1010)	\$ 0.2120	\$ 0.0334	\$ 1.34	\$ 1.32	\$ 0.02
	PINT	\$ 0.7352	\$ (0.0505)	\$ 0.1060	\$ 0.0203	\$ 0.81	\$ 0.79	\$ 0.02
	12 OUNCE	\$ 0.4042	\$ (0.0379)	\$ 0.0795	\$ 0.0114	\$ 0.46	\$ 0.45	\$ 0.01
	10 OUNCE	\$ 0.3145	\$ (0.0316)	\$ 0.0663	\$ 0.0090	\$ 0.36	\$ 0.35	\$ 0.01
	1/2 PINT	\$ 0.2908	\$ (0.0253)	\$ 0.0530	\$ 0.0082	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.1862	\$ (0.0126)	\$ 0.0265	\$ 0.0051	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.0353	\$ (0.1010)	\$ 0.2120	\$ 0.0294	\$ 1.18	\$ 1.14	\$ 0.04
LOW FAT (1%) MILK	GALLON	\$ 3.5198	\$ (0.4040)	\$ 0.8480	\$ 0.1016	\$ 4.07	\$ 4.03	\$ 0.04
	1/2 GALLON	\$ 1.8253	\$ (0.2020)	\$ 0.4240	\$ 0.0525	\$ 2.10	\$ 2.08	\$ 0.02
	QUART	\$ 1.1332	\$ (0.1010)	\$ 0.2120	\$ 0.0319	\$ 1.28	\$ 1.26	\$ 0.02
	PINT	\$ 0.7061	\$ (0.0505)	\$ 0.1060	\$ 0.0195	\$ 0.78	\$ 0.76	\$ 0.02
	12 OUNCE	\$ 0.3823	\$ (0.0379)	\$ 0.0795	\$ 0.0109	\$ 0.43	\$ 0.43	\$ -
	10 OUNCE	\$ 0.2962	\$ (0.0316)	\$ 0.0663	\$ 0.0085	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2762	\$ (0.0253)	\$ 0.0530	\$ 0.0078	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1790	\$ (0.0126)	\$ 0.0265	\$ 0.0049	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 0.9769	\$ (0.1010)	\$ 0.2120	\$ 0.0279	\$ 1.12	\$ 1.08	\$ 0.04
NON FAT (SKIM) MILK	GALLON	\$ 3.3510	\$ (0.4040)	\$ 0.8480	\$ 0.0973	\$ 3.89	\$ 3.84	\$ 0.05
	1/2 GALLON	\$ 1.7408	\$ (0.2020)	\$ 0.4240	\$ 0.0503	\$ 2.01	\$ 1.98	\$ 0.03
	QUART	\$ 1.0910	\$ (0.1010)	\$ 0.2120	\$ 0.0308	\$ 1.23	\$ 1.22	\$ 0.01
	PINT	\$ 0.6849	\$ (0.0505)	\$ 0.1060	\$ 0.0190	\$ 0.76	\$ 0.74	\$ 0.02
	12 OUNCE	\$ 0.3665	\$ (0.0379)	\$ 0.0795	\$ 0.0105	\$ 0.42	\$ 0.41	\$ 0.01
	10 OUNCE	\$ 0.2831	\$ (0.0316)	\$ 0.0663	\$ 0.0081	\$ 0.33	\$ 0.32	\$ 0.01
	1/2 PINT	\$ 0.2656	\$ (0.0253)	\$ 0.0530	\$ 0.0075	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1737	\$ (0.0126)	\$ 0.0265	\$ 0.0048	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 0.9348	\$ (0.1010)	\$ 0.2120	\$ 0.0268	\$ 1.07	\$ 1.04	\$ 0.03

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3479	\$ (0.4040)	\$ 0.8480	\$ 0.1229	\$ 4.91	\$ 4.89	\$ 0.02
	1/2 GALLON	\$ 2.2393	\$ (0.2020)	\$ 0.4240	\$ 0.0631	\$ 2.52	\$ 2.51	\$ 0.01
	QUART	\$ 1.3403	\$ (0.1010)	\$ 0.2120	\$ 0.0372	\$ 1.49	\$ 1.48	\$ 0.01
	PINT	\$ 0.8096	\$ (0.0505)	\$ 0.1060	\$ 0.0222	\$ 0.89	\$ 0.87	\$ 0.02
	12 OUNCE	\$ 0.4600	\$ (0.0379)	\$ 0.0795	\$ 0.0129	\$ 0.51	\$ 0.51	\$ -
	10 OUNCE	\$ 0.3609	\$ (0.0316)	\$ 0.0663	\$ 0.0101	\$ 0.41	\$ 0.40	\$ 0.01
	1/2 PINT	\$ 0.3280	\$ (0.0253)	\$ 0.0530	\$ 0.0091	\$ 0.36	\$ 0.36	\$ -
	4 OUNCE	\$ 0.2049	\$ (0.0126)	\$ 0.0265	\$ 0.0056	\$ 0.22	\$ 0.22	\$ -
	Bulk per Quart	\$ 1.1840	\$ (0.1010)	\$ 0.2120	\$ 0.0332	\$ 1.33	\$ 1.30	\$ 0.03
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8148	\$ (0.4040)	\$ 0.8480	\$ 0.1092	\$ 4.37	\$ 4.35	\$ 0.02
	1/2 GALLON	\$ 1.9728	\$ (0.2020)	\$ 0.4240	\$ 0.0563	\$ 2.25	\$ 2.24	\$ 0.01
	QUART	\$ 1.2070	\$ (0.1010)	\$ 0.2120	\$ 0.0338	\$ 1.35	\$ 1.34	\$ 0.01
	PINT	\$ 0.7430	\$ (0.0505)	\$ 0.1060	\$ 0.0205	\$ 0.82	\$ 0.80	\$ 0.02
	12 OUNCE	\$ 0.4100	\$ (0.0379)	\$ 0.0795	\$ 0.0116	\$ 0.46	\$ 0.46	\$ -
	10 OUNCE	\$ 0.3193	\$ (0.0316)	\$ 0.0663	\$ 0.0091	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2947	\$ (0.0253)	\$ 0.0530	\$ 0.0083	\$ 0.33	\$ 0.33	\$ -
	4 OUNCE	\$ 0.1882	\$ (0.0126)	\$ 0.0265	\$ 0.0052	\$ 0.21	\$ 0.21	\$ -
	Bulk per Quart	\$ 1.0507	\$ (0.1010)	\$ 0.2120	\$ 0.0298	\$ 1.19	\$ 1.17	\$ 0.02
FLAVORED NONFAT MILK	GALLON	\$ 3.4492	\$ (0.4040)	\$ 0.8480	\$ 0.0998	\$ 3.99	\$ 3.96	\$ 0.03
	1/2 GALLON	\$ 1.7900	\$ (0.2020)	\$ 0.4240	\$ 0.0516	\$ 2.06	\$ 2.04	\$ 0.02
	QUART	\$ 1.1156	\$ (0.1010)	\$ 0.2120	\$ 0.0315	\$ 1.26	\$ 1.25	\$ 0.01
	PINT	\$ 0.6973	\$ (0.0505)	\$ 0.1060	\$ 0.0193	\$ 0.77	\$ 0.76	\$ 0.01
	12 OUNCE	\$ 0.3757	\$ (0.0379)	\$ 0.0795	\$ 0.0107	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.2907	\$ (0.0316)	\$ 0.0663	\$ 0.0083	\$ 0.33	\$ 0.33	\$ -
	1/2 PINT	\$ 0.2719	\$ (0.0253)	\$ 0.0530	\$ 0.0077	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1768	\$ (0.0126)	\$ 0.0265	\$ 0.0049	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 0.9593	\$ (0.1010)	\$ 0.2120	\$ 0.0274	\$ 1.10	\$ 1.07	\$ 0.03
BUTTERMILK	GALLON	\$ 3.8208	\$ (0.4040)	\$ 0.8480	\$ 0.1094	\$ 4.37	\$ 4.29	\$ 0.08
	1/2 GALLON	\$ 1.9758	\$ (0.2020)	\$ 0.4240	\$ 0.0564	\$ 2.25	\$ 2.21	\$ 0.04
	QUART	\$ 1.2086	\$ (0.1010)	\$ 0.2120	\$ 0.0338	\$ 1.35	\$ 1.33	\$ 0.02
	PINT	\$ 0.7437	\$ (0.0505)	\$ 0.1060	\$ 0.0205	\$ 0.82	\$ 0.80	\$ 0.02
	12 OUNCE	\$ 0.4105	\$ (0.0379)	\$ 0.0795	\$ 0.0116	\$ 0.46	\$ 0.45	\$ 0.01
	10 OUNCE	\$ 0.3197	\$ (0.0316)	\$ 0.0663	\$ 0.0091	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2951	\$ (0.0253)	\$ 0.0530	\$ 0.0083	\$ 0.33	\$ 0.33	\$ -
	4 OUNCE	\$ 0.1884	\$ (0.0126)	\$ 0.0265	\$ 0.0052	\$ 0.21	\$ 0.21	\$ -
	Bulk per Quart	\$ 1.0523	\$ (0.1010)	\$ 0.2120	\$ 0.0298	\$ 1.19	\$ 1.15	\$ 0.04

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

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 7.8870	\$ (0.4040)	\$ 0.8480	\$ 0.2136	\$ 8.54	\$ 7.24	\$ 1.30
	1/2 GALLON	\$ 4.0088	\$ (0.2020)	\$ 0.4240	\$ 0.1085	\$ 4.34	\$ 3.68	\$ 0.66
	QUART	\$ 2.2250	\$ (0.1010)	\$ 0.2120	\$ 0.0599	\$ 2.40	\$ 2.07	\$ 0.33
	PINT	\$ 1.2520	\$ (0.0505)	\$ 0.1060	\$ 0.0335	\$ 1.34	\$ 1.16	\$ 0.18
	12 OUNCE	\$ 0.7918	\$ (0.0379)	\$ 0.0795	\$ 0.0214	\$ 0.85	\$ 0.73	\$ 0.12
	10 OUNCE	\$ 0.6375	\$ (0.0316)	\$ 0.0663	\$ 0.0172	\$ 0.69	\$ 0.59	\$ 0.10
	1/2 PINT	\$ 0.5492	\$ (0.0253)	\$ 0.0530	\$ 0.0148	\$ 0.59	\$ 0.51	\$ 0.08
	4 OUNCE	\$ 0.3155	\$ (0.0126)	\$ 0.0265	\$ 0.0084	\$ 0.34	\$ 0.30	\$ 0.04
	Bulk per Quart	\$ 2.0688	\$ (0.1010)	\$ 0.2120	\$ 0.0559	\$ 2.24	\$ 1.89	\$ 0.35