



**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 7<sup>th</sup> 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%.

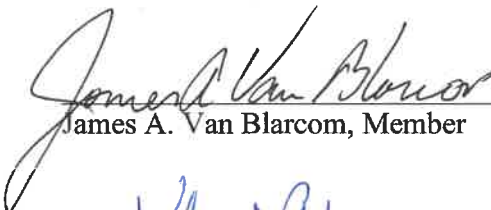
(c) The rate of return to retailers is 2.5%.

**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>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b><u>\$ 0.0067</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 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>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b>\$</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 4**

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

Skim Rate	\$	16.38
Butterfat Rate	\$	2.7650

Product Description	A		B		C (B + A)		D	E	F	G	H	I	J	K
	Product Pounds	Pounds	Butterfat Pounds	Percentage	(A - B) Skim Pounds	(B X BF Rate) Butterfat Value	(D X Skim Rate) Skim Value	(E + F) Total Value	(G + A) Cost per Pound	(EX. 4) Ingredient Cost	(EX. 5) Bulk Sale (Profit)/Loss	(H + I + J) Total Cost per Pound		
Standard (Whole) Milk	94,947,512	3,132,194	3,298%	3.2989%	91,815,318	\$ 8,660,516	\$ 15,039,349	\$ 23,699,865	\$ 0.2496	\$ -	\$ 0.0003	\$ 0.2499		
Reduced Fat (2%) Milk	86,037,410	1,651,732	1.942%	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	0.933%	0.9331%	23,911,432	\$ 622,708	\$ 3,916,693	\$ 4,539,401	\$ 0.1861	\$ 0.0002	\$ 0.0003	\$ 0.1886		
Non Fat (Skim) Milk	12,360,146	9,727	0.078%	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	3.359%	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	1.150%	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	4,942	0.064%	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	1.000%	1.0008%	39,369	\$ 1,100	\$ 6,449	\$ 7,549	\$ 0.1898	\$ 0.0322	\$ 0.0003	\$ 0.2223		
Egg Nog	916,953	64,923	7.080%	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**

Container Size	A	B	C	D	E	F	G	H	I	J	K	L	M
	EX. 6 Milk Cost	EX. 3 Container Cost	EXS. 7, 8 & 9 (1) Cost Update & Energy Add-On Adjustments	EX. 10 Efficiency Adjustment	EX. 2 Processing Cost	(A+B+C+D+E) Average Delivered Cost	Profit at 3.50%	(F+G) Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	(H+I+J) Proposed Wholesale Price	Current Wholesale Price	(K-L) Increase (Decrease)
<b>STANDARD (WHOLE) MILK</b>													
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	\$ (0.1086)	\$ 0.2416	\$ 1.2689	\$ 1.2511	\$ 0.0178
PINT	\$ 0.2686	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6927	\$ 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
<b>REDUCED FAT (2%) MILK</b>													
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
<b>LOW FAT (1%) MILK</b>													
GALLON	\$ 1.6257	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 2.8940	\$ 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	\$ 0.1667	\$ 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
<b>NON FAT (SKIM) MILK</b>													
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 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**

Container Size	A EX. 6 Milk Cost	B EX. 3 Container Cost	C EXS. 7, 8 & 9 <sup>(1)</sup> Cost Update & Energy Add-On Adjustments	D EX. 10 Container Efficiency Adjustment	E EX. 2 Processing Cost	F (A+B+C+D+E) Average Delivered Cost	G Profit at 3.50%	H (F+G) Price with Profit	I Less: Average Delivery	J Plus: High Cost Delivery	K (H+I+J) Proposed Wholesale Price	L Current Wholesale Price	M (K-L) Increase (Decrease)
<b>FLAVORED MILK</b>													
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	\$ 0.3290	\$ 0.3270	\$ 0.0020
4 OUNCE	\$ 0.0758	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1817	\$ 0.0088	\$ 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	\$ 0.0388	\$ 1.0512	\$ (0.1088)	\$ 0.2416	\$ 1.1840	\$ 1.1576	\$ 0.0264
<b>FLAVORED FAT MILK</b>													
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	\$ 0.6629	\$ 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
<b>NONFAT MILK</b>													
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
<b>BUTTERMILK</b>													
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	\$ 1.9608	\$ 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**

Container Size	A	B	C	D	E	F	G	H	I	J	K	L	M
	EX. 6 Milk Cost	EX. 3 Container Cost	EXS. 7, 8 & 9 <sup>(1)</sup> Cost Update & Energy Add-On Adjustments	EX. 10 Container Efficiency Adjustment	EX. 2 Processing Cost	(A+B+C+D+E) Average Delivered Cost	Profit at 3.50%	(F+G) Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	(H+I+J) Proposed Wholesale Price	Current Wholesale Price	(K-L) Increase (Decrease)
GALLON	\$ 5.9400	\$ 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	\$ 0.0813	\$ 0.2721	\$ 1.8682	\$ 0.0678	\$ 1.9360	\$ (0.1088)	\$ 0.2416	\$ 2.0688	\$ 1.7302	\$ 0.3386

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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**

Container Size	A	B	C	D	E	F	G
	EX. 11 Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	(A+B+C+D) Proposed Retail Price	Current Retail Price	(E - F) Increase (Decrease)
<b>STANDARD (WHOLE) MILK</b>							
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	\$ 0.3886	\$ (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)	\$ 0.0285	\$ 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
<b>REDUCED FAT (2%) MILK</b>							
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
<b>LOW FAT (1%) MILK</b>							
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
<b>NON FAT (SKIM) MILK</b>							
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**

Container Size	A	B	C	D	E	F	G
	EX. 11 Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	(A+B+C+D) Proposed Retail Price	Current Retail Price	(E - F) Increase (Decrease)
<b>FLAVORED MILK</b>							
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
<b>FLAVORED REDUCED FAT MILK</b>							
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
<b>FLAVORED NONFAT MILK</b>							
GALLON	\$ 3.4492	\$ (0.4040)	\$ 0.8480	\$ 0.0898	\$ 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
<b>BUTTERMILK</b>							
GALLON	\$ 3.8208	\$ (0.4040)	\$ 0.8480	\$ 0.1084	\$ 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**

Container Size	A	B	C	D	E	F	G
	EX. 11 Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	(A+B+C+D) Proposed Retail Price	Current Retail Price	(E - F) Increase (Decrease)
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)	\$ 0.1080	\$ 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

EGG NOG

