

Pennsylvania Milk Marketing Board
SALES INTO PMMB AREA 3 BY TYPE OF MILK
Year 2022 Data

Item (1)	All Dealers Selling into Area (%)	Area 3 CRH Cross-section Dealers (2) Selling into Area (%)
Standard Milk	36.32	41.50
Reduced Fat 2%	24.38	22.27
Lowfat Milk 1%	10.30	12.23
Nonfat Milk	6.43	6.29
Flavored Reduced Fat	5.71	6.51
TOTALS	83.15	88.80

Footnotes:

- 1.) Top 5 selling controlled milk products for Area 3 based on Year 2022 sales.
- 2.) Area 3 CRH Cross-Section Dealers:
 - Clover Farms Dairy Company
 - Dan Ed Corp. (dba Guers Dairy)
 - DFA Dairy Brands Fluid, LLC – Schuylkill Haven
 - Monroe County Milk Producers Coop Assoc. (dba Pocono Mountain Dairies)
 - Valley Farms Dairy, LLC

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 1,822,566	73,355,601	\$ 0.0248
Standardization & Pasteurization	\$ 2,696,973	80,903,452	\$ 0.0333
Bottling	\$ 4,109,911	86,503,943	\$ 0.0475
Cold Room	\$ 5,164,336	94,395,906	\$ 0.0547
Delivery	\$ 12,652,081	88,746,574	\$ 0.1426
Selling	\$ 2,275,684	94,426,960	\$ 0.0241

Total Cost per Point **\$ 0.3270**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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	\$ 613,096	3,912,299	\$ 0.1567			
		Purchased	\$ 1,384,203	4,272,913	\$ 0.3239			
			\$ 1,997,299	8,185,212	\$ 0.2440	\$ 0.2406	1.60%	\$ 0.2444
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 2,253,042	11,585,578	\$ 0.1945			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,253,042	11,585,578	\$ 0.1945	\$ 0.1725	1.22%	\$ 0.1746
QUART	Plastic	Purchased	\$ 532,948	2,855,892	\$ 0.1866			
	Paper	Purchased	\$ 3,640	32,741	\$ 0.1112			
	Combined		\$ 536,588	2,888,633	\$ 0.1858	\$ 0.1961	1.57%	\$ 0.1992
PINT	Plastic	Purchased	\$ 204,657	1,487,826	\$ 0.1376			
	Paper	Purchased	\$ 34,936	491,646	\$ 0.0711			
	Combined		\$ 239,593	1,979,472	\$ 0.1210	\$ 0.1219	1.62%	\$ 0.1239
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic	Purchased	\$ 780	8,208	\$ 0.0950	\$ 0.1188	0.92%	\$ 0.1199
	Paper	Purchased	\$ 1,123,890	36,627,454	\$ 0.0307	\$ 0.0390	0.85%	\$ 0.0393
4 Ounce	Paper	Purchased	\$ 25,415	693,105	\$ 0.0367	\$ 0.0367	1.53%	\$ 0.0373
Bulk Per Quart		Purchased	\$ 50,329	584,604	\$ 0.0861	\$ 0.0861	1.30%	\$ 0.0872

Footnote:

1. None of the Area 3 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 3

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 826	61,411,685	\$ -
Reduced Fat (2%) Milk	\$ 2,805	32,886,121	\$ 0.0001
Low Fat (1%) Milk	\$ 1,714	18,343,781	\$ 0.0001
Non Fat (Skim) Milk	\$ 2,228	9,406,992	\$ 0.0002
Flavored Milk	\$ 176,565	3,790,768	\$ 0.0466
Flavored Reduced Fat Milk	\$ 376,553	8,662,226	\$ 0.0435
Flavored NONFAT Milk	\$ 263,106	7,327,155	\$ 0.0359
Buttermilk	\$ 1,396	119,382	\$ 0.0117
Egg Nog	\$ 179,009	497,376	\$ 0.3599

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

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

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1	Shrinkage	14,626,100	373,853	n/a	\$ 2,868,301	n/a	\$ 2,868,301 \$ 443,274
2	Bulk MILK - diverted	5,499,788	227,799	\$ 1,540,744	\$ 1,512,888	n/a	\$ (27,856) \$ (24,133)
3	Bulk MILK - transferred	22,461,719	761,654	\$ 5,573,794	\$ 4,994,788	\$ 838,862	\$ 259,856 \$ 148,891
4	Bulk MILK - TOTAL (Rows 2 + 3)	27,961,507	989,453	\$ 7,114,538	\$ 6,507,676	\$ 838,862	\$ 232,000 \$ 124,758
5	Bulk CREAM - transferred	17,806,086	7,456,087	\$ 27,602,872	\$ 25,636,161	\$ 594,447	\$ (1,372,264) \$ (546,685)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 443,274	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ 124,758	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (546,685)	
9	Total	\$ 21,347	148,535,935 \$ 0.0001

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

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

	Class I
Skim Rate	\$ 13.79
Butterfat Rate	\$ 3.0944

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	61,411,685	2,009,583	3.2723%	59,402,102	\$ 6,218,454	\$ 8,191,550	\$ 14,410,004	\$ 0.2346	\$ -	\$ 0.0001	\$ 0.2347
Reduced Fat (2%) Milk	32,886,121	630,140	1.9161%	32,255,981	\$ 1,949,905	\$ 4,448,100	\$ 6,398,005	\$ 0.1946	\$ 0.0001	\$ 0.0001	\$ 0.1948
Low Fat (1%) Milk	18,343,781	167,589	0.9136%	18,176,192	\$ 518,587	\$ 2,506,497	\$ 3,025,084	\$ 0.1649	\$ 0.0001	\$ 0.0001	\$ 0.1651
Non Fat (Skim) Milk	9,406,992	8,102	0.0861%	9,398,890	\$ 25,071	\$ 1,296,107	\$ 1,321,178	\$ 0.1404	\$ 0.0002	\$ 0.0001	\$ 0.1407
Flavored Milk	3,790,768	125,560	3.3123%	3,665,208	\$ 388,533	\$ 505,432	\$ 893,965	\$ 0.2358	\$ 0.0466	\$ 0.0001	\$ 0.2825
Flavored Reduced Fat Milk	8,662,226	111,073	1.2823%	8,551,153	\$ 343,704	\$ 1,179,204	\$ 1,522,908	\$ 0.1758	\$ 0.0435	\$ 0.0001	\$ 0.2194
Flavored NONFAT Milk	7,327,155	10,854	0.1481%	7,316,301	\$ 33,587	\$ 1,008,918	\$ 1,042,505	\$ 0.1423	\$ 0.0359	\$ 0.0001	\$ 0.1783
Buttermilk	119,382	2,287	1.9157%	117,095	\$ 7,077	\$ 16,147	\$ 23,224	\$ 0.1945	\$ 0.0117	\$ 0.0001	\$ 0.2063
Egg Nog	497,376	33,964	6.8286%	463,412	\$ 105,098	\$ 63,905	\$ 169,003	\$ 0.3398	\$ 0.3599	\$ 0.0001	\$ 0.6998

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

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

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

WEIGHTED LABOR COSTS	\$ 7,994,983	\$ 7,561,501	45,715,760	48,612,946	\$ 0.1749	\$ 0.1555	\$ 0.0194
WEIGHTED UTILITY COSTS	\$ 539,805	\$ 533,169	45,715,760	48,612,946	\$ 0.0118	\$ 0.0110	\$ 0.0008
WEIGHTED INSURANCE COSTS	\$ 502,088	\$ 507,616	45,715,760	48,612,946	\$ 0.0110	\$ 0.0104	\$ 0.0006

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0208

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

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

1. Weighted Diesel Fuel Costs - YEAR 2022	\$ 1,723,127
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>\$ 1,453,426</u>
6. Change in Diesel Fuel Costs from YEAR 2022 to AUGUST 2023 (Line 5 - Line 1)	\$ (269,701)
7. Weighted Delivery Points - YEAR 2022	<u>88,746,574</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0030)</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

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

1. Weighted Heating Fuel Costs - YEAR 2022	\$ 350,835
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2022 (1)	\$ 11.35
3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2023 (1)	\$ 8.54
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-24.76%
5. Presumed Heating Fuel Costs - JUNE 2023 ((Line 1 X Line 4) + Line 1)	<u>\$ 263,968</u>
6. Change in Heating Fuel Costs from YEAR 2022 to JUNE 2023 (Line 5 - Line 1)	\$ (86,867)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2022	<u>80,903,452</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ (0.0011)</u>

Footnote:

- Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.
web address = https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3
YEAR 2022 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 3 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	8,185,212	\$ (0.08645)	\$ (0.00742)	\$ (0.0939)	\$ (768,591)
1/2 GALLON	11,585,578	\$ 0.00708	\$ (0.03662)	\$ (0.0295)	\$ (341,775)
QUART	2,888,633	\$ 0.06000	\$ (0.00196)	\$ 0.0580	\$ 167,541
PINT	1,979,472	\$ 0.01236	\$ 0.02420	\$ 0.0366	\$ 72,449
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	36,635,662	\$ 0.00911	\$ 0.01181	\$ 0.0209	\$ 765,685
4 OUNCE	693,105	\$ 0.02265	\$ 0.01698	\$ 0.0396	\$ 27,447
Bulk per Quart	584,604	\$ 0.13390	\$ (0.00261)	\$ 0.1313	\$ 76,759
					\$ <u>(485)</u>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

WHOLESALE PRICE BUILDUP
OCTOBER 2023 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0184	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.5281	\$ 0.1242	\$ 3.6523	\$ (0.4992)	\$ 0.9448	\$ 4.0979	\$ 4.0120	\$ 0.0859
	1/2 GALLON	\$ 1.0092	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.8339	\$ 0.0645	\$ 1.8984	\$ (0.2496)	\$ 0.4724	\$ 2.1212	\$ 2.0827	\$ 0.0385
	QUART	\$ 0.5046	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.1016	\$ 0.0388	\$ 1.1404	\$ (0.1248)	\$ 0.2362	\$ 1.2518	\$ 1.2302	\$ 0.0216
	PINT	\$ 0.2523	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5827	\$ 0.0205	\$ 0.6032	\$ (0.0624)	\$ 0.1181	\$ 0.6589	\$ 0.6685	\$ (0.0096)
	12 OUNCE	\$ 0.1892	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3796	\$ 0.0134	\$ 0.3930	\$ (0.0468)	\$ 0.0886	\$ 0.4348	\$ 0.4270	\$ 0.0078
	10 OUNCE	\$ 0.1577	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.3226	\$ 0.0114	\$ 0.3340	\$ (0.0390)	\$ 0.0738	\$ 0.3688	\$ 0.3621	\$ 0.0067
	1/2 PINT	\$ 0.1262	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2714	\$ 0.0096	\$ 0.2810	\$ (0.0312)	\$ 0.0591	\$ 0.3089	\$ 0.3015	\$ 0.0074
	4 OUNCE	\$ 0.0631	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1825	\$ 0.0064	\$ 0.1889	\$ (0.0156)	\$ 0.0295	\$ 0.2028	\$ 0.1898	\$ 0.0130
	Bulk per Quart	\$ 0.5046	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 1.0629	\$ 0.0374	\$ 1.1003	\$ (0.1248)	\$ 0.2362	\$ 1.2117	\$ 1.1329	\$ 0.0788
REDUCED FAT (2%) MILK	GALLON	\$ 1.6792	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.1889	\$ 0.1122	\$ 3.3011	\$ (0.4992)	\$ 0.9448	\$ 3.7467	\$ 3.6680	\$ 0.0787
	1/2 GALLON	\$ 0.8396	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.6643	\$ 0.0586	\$ 1.7229	\$ (0.2496)	\$ 0.4724	\$ 1.9457	\$ 1.9108	\$ 0.0349
	QUART	\$ 0.4198	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.0168	\$ 0.0358	\$ 1.0526	\$ (0.1248)	\$ 0.2362	\$ 1.1640	\$ 1.1442	\$ 0.0198
	PINT	\$ 0.2099	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5403	\$ 0.0190	\$ 0.5593	\$ (0.0624)	\$ 0.1181	\$ 0.6150	\$ 0.6256	\$ (0.0106)
	12 OUNCE	\$ 0.1574	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3478	\$ 0.0122	\$ 0.3600	\$ (0.0468)	\$ 0.0886	\$ 0.4018	\$ 0.3947	\$ 0.0071
	10 OUNCE	\$ 0.1312	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.2961	\$ 0.0104	\$ 0.3065	\$ (0.0390)	\$ 0.0738	\$ 0.3413	\$ 0.3353	\$ 0.0060
	1/2 PINT	\$ 0.1049	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2501	\$ 0.0088	\$ 0.2589	\$ (0.0312)	\$ 0.0591	\$ 0.2868	\$ 0.2800	\$ 0.0068
	4 OUNCE	\$ 0.0525	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1719	\$ 0.0060	\$ 0.1779	\$ (0.0156)	\$ 0.0295	\$ 0.1918	\$ 0.1790	\$ 0.0128
	Bulk per Quart	\$ 0.4198	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 0.9781	\$ 0.0344	\$ 1.0125	\$ (0.1248)	\$ 0.2362	\$ 1.1239	\$ 1.0469	\$ 0.0770
LOW FAT (1%) MILK	GALLON	\$ 1.4232	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 2.9329	\$ 0.1032	\$ 3.0361	\$ (0.4992)	\$ 0.9448	\$ 3.4817	\$ 3.4012	\$ 0.0805
	1/2 GALLON	\$ 0.7116	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.5363	\$ 0.0541	\$ 1.5904	\$ (0.2496)	\$ 0.4724	\$ 1.8132	\$ 1.7774	\$ 0.0358
	QUART	\$ 0.3558	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 0.9528	\$ 0.0335	\$ 0.9863	\$ (0.1248)	\$ 0.2362	\$ 1.0977	\$ 1.0774	\$ 0.0203
	PINT	\$ 0.1779	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5083	\$ 0.0179	\$ 0.5262	\$ (0.0624)	\$ 0.1181	\$ 0.5819	\$ 0.5922	\$ (0.0103)
	12 OUNCE	\$ 0.1334	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3238	\$ 0.0114	\$ 0.3352	\$ (0.0468)	\$ 0.0886	\$ 0.3770	\$ 0.3698	\$ 0.0072
	10 OUNCE	\$ 0.1112	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.2761	\$ 0.0097	\$ 0.2858	\$ (0.0390)	\$ 0.0738	\$ 0.3206	\$ 0.3144	\$ 0.0062
	1/2 PINT	\$ 0.0889	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2341	\$ 0.0082	\$ 0.2423	\$ (0.0312)	\$ 0.0591	\$ 0.2702	\$ 0.2633	\$ 0.0069
	4 OUNCE	\$ 0.0445	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1639	\$ 0.0058	\$ 0.1697	\$ (0.0156)	\$ 0.0295	\$ 0.1836	\$ 0.1707	\$ 0.0129
	Bulk per Quart	\$ 0.3558	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 0.9141	\$ 0.0322	\$ 0.9463	\$ (0.1248)	\$ 0.2362	\$ 1.0577	\$ 0.9801	\$ 0.0776
NON FAT (SKIM) MILK	GALLON	\$ 1.2142	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 2.7239	\$ 0.0959	\$ 2.8198	\$ (0.4992)	\$ 0.9448	\$ 3.2654	\$ 3.1813	\$ 0.0841
	1/2 GALLON	\$ 0.6071	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.4318	\$ 0.0504	\$ 1.4822	\$ (0.2496)	\$ 0.4724	\$ 1.7050	\$ 1.6674	\$ 0.0376
	QUART	\$ 0.3036	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 0.9006	\$ 0.0317	\$ 0.9323	\$ (0.1248)	\$ 0.2362	\$ 1.0437	\$ 1.0226	\$ 0.0211
	PINT	\$ 0.1518	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.4822	\$ 0.0170	\$ 0.4992	\$ (0.0624)	\$ 0.1181	\$ 0.5549	\$ 0.5647	\$ (0.0098)
	12 OUNCE	\$ 0.1138	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3042	\$ 0.0107	\$ 0.3149	\$ (0.0468)	\$ 0.0886	\$ 0.3567	\$ 0.3491	\$ 0.0076
	10 OUNCE	\$ 0.0949	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.2598	\$ 0.0091	\$ 0.2689	\$ (0.0390)	\$ 0.0738	\$ 0.3037	\$ 0.2972	\$ 0.0065
	1/2 PINT	\$ 0.0759	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2211	\$ 0.0078	\$ 0.2289	\$ (0.0312)	\$ 0.0591	\$ 0.2568	\$ 0.2495	\$ 0.0073
	4 OUNCE	\$ 0.0379	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1573	\$ 0.0055	\$ 0.1628	\$ (0.0156)	\$ 0.0295	\$ 0.1767	\$ 0.1639	\$ 0.0128
	Bulk per Quart	\$ 0.3036	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 0.8619	\$ 0.0303	\$ 0.8922	\$ (0.1248)	\$ 0.2362	\$ 1.0036	\$ 0.9253	\$ 0.0783

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0039 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

WHOLESALE PRICE BUILDUP
OCTOBER 2023 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.2600	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.7697	\$ 0.1327	\$ 3.9024	\$ (0.4992)	\$ 0.9448	\$ 4.3480	\$ 4.3364	\$ 0.0116
	1/2 GALLON	\$ 1.1300	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.9547	\$ 0.0688	\$ 2.0235	\$ (0.2496)	\$ 0.4724	\$ 2.2463	\$ 2.2450	\$ 0.0013
	QUART	\$ 0.5650	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.1620	\$ 0.0409	\$ 1.2029	\$ (0.1248)	\$ 0.2362	\$ 1.3143	\$ 1.3113	\$ 0.0030
	PINT	\$ 0.2825	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.6129	\$ 0.0216	\$ 0.6345	\$ (0.0624)	\$ 0.1181	\$ 0.6902	\$ 0.7091	\$ (0.0189)
	12 OUNCE	\$ 0.2119	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.4023	\$ 0.0142	\$ 0.4165	\$ (0.0468)	\$ 0.0886	\$ 0.4583	\$ 0.4574	\$ 0.0009
	10 OUNCE	\$ 0.1766	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.3415	\$ 0.0120	\$ 0.3535	\$ (0.0390)	\$ 0.0738	\$ 0.3883	\$ 0.3875	\$ 0.0008
	1/2 PINT	\$ 0.1413	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2865	\$ 0.0101	\$ 0.2966	\$ (0.0312)	\$ 0.0591	\$ 0.3245	\$ 0.3218	\$ 0.0027
	4 OUNCE	\$ 0.0706	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1900	\$ 0.0067	\$ 0.1967	\$ (0.0156)	\$ 0.0295	\$ 0.2106	\$ 0.1999	\$ 0.0107
	Bulk per Quart	\$ 0.5650	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 1.1233	\$ 0.0395	\$ 1.1628	\$ (0.1248)	\$ 0.2362	\$ 1.2742	\$ 1.2140	\$ 0.0602
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.7552	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.2649	\$ 0.1149	\$ 3.3798	\$ (0.4992)	\$ 0.9448	\$ 3.8254	\$ 3.7095	\$ 0.1159
	1/2 GALLON	\$ 0.8776	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.7023	\$ 0.0599	\$ 1.7622	\$ (0.2496)	\$ 0.4724	\$ 1.9850	\$ 1.9315	\$ 0.0535
	QUART	\$ 0.4388	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.0358	\$ 0.0365	\$ 1.0723	\$ (0.1248)	\$ 0.2362	\$ 1.1837	\$ 1.1546	\$ 0.0291
	PINT	\$ 0.2194	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5498	\$ 0.0194	\$ 0.5692	\$ (0.0624)	\$ 0.1181	\$ 0.6249	\$ 0.6308	\$ (0.0059)
	12 OUNCE	\$ 0.1646	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3550	\$ 0.0125	\$ 0.3675	\$ (0.0468)	\$ 0.0886	\$ 0.4093	\$ 0.3986	\$ 0.0107
	10 OUNCE	\$ 0.1371	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.3020	\$ 0.0106	\$ 0.3126	\$ (0.0390)	\$ 0.0738	\$ 0.3474	\$ 0.3385	\$ 0.0089
	1/2 PINT	\$ 0.1097	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2549	\$ 0.0090	\$ 0.2639	\$ (0.0312)	\$ 0.0591	\$ 0.2918	\$ 0.2826	\$ 0.0092
	4 OUNCE	\$ 0.0549	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1743	\$ 0.0061	\$ 0.1804	\$ (0.0156)	\$ 0.0295	\$ 0.1943	\$ 0.1804	\$ 0.0139
	Bulk per Quart	\$ 0.4388	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 0.9971	\$ 0.0351	\$ 1.0322	\$ (0.1248)	\$ 0.2362	\$ 1.1436	\$ 1.0573	\$ 0.0863
FLAVORED NONFAT MILK	GALLON	\$ 1.4264	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 2.9361	\$ 0.1033	\$ 3.0394	\$ (0.4992)	\$ 0.9448	\$ 3.4850	\$ 3.4196	\$ 0.0654
	1/2 GALLON	\$ 0.7132	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.5379	\$ 0.0541	\$ 1.5920	\$ (0.2496)	\$ 0.4724	\$ 1.8148	\$ 1.7866	\$ 0.0282
	QUART	\$ 0.3566	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 0.9536	\$ 0.0336	\$ 0.9872	\$ (0.1248)	\$ 0.2362	\$ 1.0986	\$ 1.0821	\$ 0.0165
	PINT	\$ 0.1783	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5087	\$ 0.0179	\$ 0.5266	\$ (0.0624)	\$ 0.1181	\$ 0.5823	\$ 0.5945	\$ (0.0122)
	12 OUNCE	\$ 0.1337	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3241	\$ 0.0114	\$ 0.3355	\$ (0.0468)	\$ 0.0886	\$ 0.3773	\$ 0.3715	\$ 0.0058
	10 OUNCE	\$ 0.1114	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.2763	\$ 0.0097	\$ 0.2860	\$ (0.0390)	\$ 0.0738	\$ 0.3208	\$ 0.3159	\$ 0.0049
	1/2 PINT	\$ 0.0892	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2344	\$ 0.0083	\$ 0.2427	\$ (0.0312)	\$ 0.0591	\$ 0.2706	\$ 0.2644	\$ 0.0062
	4 OUNCE	\$ 0.0446	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1640	\$ 0.0058	\$ 0.1698	\$ (0.0156)	\$ 0.0295	\$ 0.1837	\$ 0.1714	\$ 0.0123
	Bulk per Quart	\$ 0.3566	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 0.9149	\$ 0.0322	\$ 0.9471	\$ (0.1248)	\$ 0.2362	\$ 1.0585	\$ 0.9848	\$ 0.0737
BUTTERMILK	GALLON	\$ 1.7783	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 3.2880	\$ 0.1157	\$ 3.4037	\$ (0.4992)	\$ 0.9448	\$ 3.8493	\$ 4.2577	\$ (0.4084)
	1/2 GALLON	\$ 0.8892	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 1.7139	\$ 0.0603	\$ 1.7742	\$ (0.2496)	\$ 0.4724	\$ 1.9970	\$ 2.2056	\$ (0.2086)
	QUART	\$ 0.4446	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.0416	\$ 0.0367	\$ 1.0783	\$ (0.1248)	\$ 0.2362	\$ 1.1897	\$ 1.2916	\$ (0.1019)
	PINT	\$ 0.2223	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 0.5527	\$ 0.0195	\$ 0.5722	\$ (0.0624)	\$ 0.1181	\$ 0.6279	\$ 0.6993	\$ (0.0714)
	12 OUNCE	\$ 0.1667	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.3571	\$ 0.0126	\$ 0.3697	\$ (0.0468)	\$ 0.0886	\$ 0.4115	\$ 0.4501	\$ (0.0386)
	10 OUNCE	\$ 0.1389	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.3038	\$ 0.0107	\$ 0.3145	\$ (0.0390)	\$ 0.0738	\$ 0.3493	\$ 0.3814	\$ (0.0321)
	1/2 PINT	\$ 0.1111	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.2563	\$ 0.0090	\$ 0.2653	\$ (0.0312)	\$ 0.0591	\$ 0.2932	\$ 0.3168	\$ (0.0236)
	4 OUNCE	\$ 0.0556	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.1750	\$ 0.0062	\$ 0.1812	\$ (0.0156)	\$ 0.0295	\$ 0.1951	\$ 0.1975	\$ (0.0024)
	Bulk per Quart	\$ 0.4446	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 1.0029	\$ 0.0353	\$ 1.0382	\$ (0.1248)	\$ 0.2362	\$ 1.1496	\$ 1.1943	\$ (0.0447)

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0039 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 5.5984	\$ 0.2444	\$ 0.0512	\$ (0.0939)	\$ 1.3080	\$ 7.1081	\$ 0.2502	\$ 7.3583	\$ (0.4992)	\$ 0.9448	\$ 7.8039	\$ 7.5314	\$ 0.2725
	1/2 GALLON	\$ 2.7992	\$ 0.1746	\$ 0.0256	\$ (0.0295)	\$ 0.6540	\$ 3.6239	\$ 0.1275	\$ 3.7514	\$ (0.2496)	\$ 0.4724	\$ 3.9742	\$ 3.8425	\$ 0.1317
	QUART	\$ 1.3996	\$ 0.1992	\$ 0.0128	\$ 0.0580	\$ 0.3270	\$ 1.9966	\$ 0.0703	\$ 2.0669	\$ (0.1248)	\$ 0.2362	\$ 2.1783	\$ 2.1101	\$ 0.0682
	PINT	\$ 0.6998	\$ 0.1239	\$ 0.0064	\$ 0.0366	\$ 0.1635	\$ 1.0302	\$ 0.0363	\$ 1.0665	\$ (0.0624)	\$ 0.1181	\$ 1.1222	\$ 1.1085	\$ 0.0137
	12 OUNCE	\$ 0.5249	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1226	\$ 0.7153	\$ 0.0252	\$ 0.7405	\$ (0.0468)	\$ 0.0886	\$ 0.7823	\$ 0.7569	\$ 0.0254
	10 OUNCE	\$ 0.4374	\$ 0.0587	\$ 0.0040	\$ -	\$ 0.1022	\$ 0.6023	\$ 0.0212	\$ 0.6235	\$ (0.0390)	\$ 0.0738	\$ 0.6583	\$ 0.6371	\$ 0.0212
	1/2 PINT	\$ 0.3499	\$ 0.0393	\$ 0.0032	\$ 0.0209	\$ 0.0818	\$ 0.4951	\$ 0.0174	\$ 0.5125	\$ (0.0312)	\$ 0.0591	\$ 0.5404	\$ 0.5215	\$ 0.0189
	4 OUNCE	\$ 0.1750	\$ 0.0373	\$ 0.0016	\$ 0.0396	\$ 0.0409	\$ 0.2944	\$ 0.0104	\$ 0.3048	\$ (0.0156)	\$ 0.0295	\$ 0.3187	\$ 0.2998	\$ 0.0189
	Bulk per Quart	\$ 1.3996	\$ 0.0872	\$ 0.0128	\$ 0.1313	\$ 0.3270	\$ 1.9579	\$ 0.0689	\$ 2.0268	\$ (0.1248)	\$ 0.2362	\$ 2.1382	\$ 2.0127	\$ 0.1255

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0039 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.0979	\$ (0.6147)	\$ 0.5796	\$ 0.1127	\$ 4.18	\$ 4.10	\$ 0.08
	1/2 GALLON	\$ 2.1212	\$ (0.3182)	\$ 0.3553	\$ 0.0599	\$ 2.22	\$ 2.18	\$ 0.04
	QUART	\$ 1.2518	\$ (0.1878)	\$ 0.2549	\$ 0.0366	\$ 1.36	\$ 1.34	\$ 0.02
	PINT	\$ 0.6589	\$ (0.0988)	\$ 0.2513	\$ 0.0225	\$ 0.83	\$ 0.84	\$ (0.01)
	12 OUNCE	\$ 0.4348	\$ (0.0652)	\$ 0.1885	\$ 0.0155	\$ 0.57	\$ 0.57	\$ -
	10 OUNCE	\$ 0.3688	\$ (0.0553)	\$ 0.1571	\$ 0.0131	\$ 0.48	\$ 0.48	\$ -
	1/2 PINT	\$ 0.3089	\$ (0.0463)	\$ 0.1339	\$ 0.0110	\$ 0.41	\$ 0.40	\$ 0.01
	4 OUNCE	\$ 0.2028	\$ (0.0304)	\$ 0.0670	\$ 0.0066	\$ 0.25	\$ 0.23	\$ 0.02
	Bulk per Quart	\$ 1.2117	\$ (0.1818)	\$ 0.2549	\$ 0.0357	\$ 1.32	\$ 1.25	\$ 0.07
REDUCED FAT (2%) MILK	GALLON	\$ 3.7467	\$ (0.5620)	\$ 0.5796	\$ 0.1045	\$ 3.87	\$ 3.80	\$ 0.07
	1/2 GALLON	\$ 1.9457	\$ (0.2919)	\$ 0.3553	\$ 0.0558	\$ 2.06	\$ 2.03	\$ 0.03
	QUART	\$ 1.1640	\$ (0.1746)	\$ 0.2549	\$ 0.0345	\$ 1.28	\$ 1.26	\$ 0.02
	PINT	\$ 0.6150	\$ (0.0923)	\$ 0.2513	\$ 0.0215	\$ 0.80	\$ 0.80	\$ -
	12 OUNCE	\$ 0.4018	\$ (0.0603)	\$ 0.1885	\$ 0.0147	\$ 0.54	\$ 0.54	\$ -
	10 OUNCE	\$ 0.3413	\$ (0.0512)	\$ 0.1571	\$ 0.0124	\$ 0.46	\$ 0.45	\$ 0.01
	1/2 PINT	\$ 0.2868	\$ (0.0430)	\$ 0.1339	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	4 OUNCE	\$ 0.1918	\$ (0.0288)	\$ 0.0670	\$ 0.0064	\$ 0.24	\$ 0.23	\$ 0.01
	Bulk per Quart	\$ 1.1239	\$ (0.1686)	\$ 0.2549	\$ 0.0336	\$ 1.24	\$ 1.18	\$ 0.06
LOW FAT (1%) MILK	GALLON	\$ 3.4817	\$ (0.5223)	\$ 0.5796	\$ 0.0982	\$ 3.64	\$ 3.57	\$ 0.07
	1/2 GALLON	\$ 1.8132	\$ (0.2720)	\$ 0.3553	\$ 0.0526	\$ 1.95	\$ 1.92	\$ 0.03
	QUART	\$ 1.0977	\$ (0.1647)	\$ 0.2549	\$ 0.0330	\$ 1.22	\$ 1.20	\$ 0.02
	PINT	\$ 0.5819	\$ (0.0873)	\$ 0.2513	\$ 0.0207	\$ 0.77	\$ 0.78	\$ (0.01)
	12 OUNCE	\$ 0.3770	\$ (0.0566)	\$ 0.1885	\$ 0.0141	\$ 0.52	\$ 0.52	\$ -
	10 OUNCE	\$ 0.3206	\$ (0.0481)	\$ 0.1571	\$ 0.0119	\$ 0.44	\$ 0.44	\$ -
	1/2 PINT	\$ 0.2702	\$ (0.0405)	\$ 0.1339	\$ 0.0101	\$ 0.37	\$ 0.37	\$ -
	4 OUNCE	\$ 0.1836	\$ (0.0275)	\$ 0.0670	\$ 0.0062	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.0577	\$ (0.1587)	\$ 0.2549	\$ 0.0320	\$ 1.19	\$ 1.12	\$ 0.07
NON FAT (SKIM) MILK	GALLON	\$ 3.2654	\$ (0.4898)	\$ 0.5796	\$ 0.0931	\$ 3.45	\$ 3.37	\$ 0.08
	1/2 GALLON	\$ 1.7050	\$ (0.2558)	\$ 0.3553	\$ 0.0501	\$ 1.85	\$ 1.82	\$ 0.03
	QUART	\$ 1.0437	\$ (0.1566)	\$ 0.2549	\$ 0.0317	\$ 1.17	\$ 1.16	\$ 0.01
	PINT	\$ 0.5549	\$ (0.0832)	\$ 0.2513	\$ 0.0201	\$ 0.74	\$ 0.75	\$ (0.01)
	12 OUNCE	\$ 0.3567	\$ (0.0535)	\$ 0.1885	\$ 0.0136	\$ 0.51	\$ 0.50	\$ 0.01
	10 OUNCE	\$ 0.3037	\$ (0.0456)	\$ 0.1571	\$ 0.0115	\$ 0.43	\$ 0.42	\$ 0.01
	1/2 PINT	\$ 0.2568	\$ (0.0385)	\$ 0.1339	\$ 0.0098	\$ 0.36	\$ 0.36	\$ -
	4 OUNCE	\$ 0.1767	\$ (0.0265)	\$ 0.0670	\$ 0.0060	\$ 0.22	\$ 0.21	\$ 0.01
	Bulk per Quart	\$ 1.0036	\$ (0.1505)	\$ 0.2549	\$ 0.0307	\$ 1.14	\$ 1.07	\$ 0.07

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.3480	\$ (0.6522)	\$ 0.5796	\$ 0.1186	\$ 4.39	\$ 4.38 \$ 0.01
	1/2 GALLON	\$ 2.2463	\$ (0.3369)	\$ 0.3553	\$ 0.0628	\$ 2.33	\$ 2.33 \$ -
	QUART	\$ 1.3143	\$ (0.1971)	\$ 0.2549	\$ 0.0381	\$ 1.41	\$ 1.41 \$ -
	PINT	\$ 0.6902	\$ (0.1035)	\$ 0.2513	\$ 0.0233	\$ 0.86	\$ 0.88 \$ (0.02)
	12 OUNCE	\$ 0.4583	\$ (0.0687)	\$ 0.1885	\$ 0.0160	\$ 0.59	\$ 0.59 \$ -
	10 OUNCE	\$ 0.3883	\$ (0.0582)	\$ 0.1571	\$ 0.0135	\$ 0.50	\$ 0.50 \$ -
	1/2 PINT	\$ 0.3245	\$ (0.0487)	\$ 0.1339	\$ 0.0114	\$ 0.42	\$ 0.42 \$ -
	4 OUNCE	\$ 0.2106	\$ (0.0316)	\$ 0.0670	\$ 0.0068	\$ 0.25	\$ 0.24 \$ 0.01
	Bulk per Quart	\$ 1.2742	\$ (0.1911)	\$ 0.2549	\$ 0.0371	\$ 1.38	\$ 1.32 \$ 0.06
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8254	\$ (0.5738)	\$ 0.5796	\$ 0.1063	\$ 3.94	\$ 3.84 \$ 0.10
	1/2 GALLON	\$ 1.9850	\$ (0.2978)	\$ 0.3553	\$ 0.0567	\$ 2.10	\$ 2.05 \$ 0.05
	QUART	\$ 1.1837	\$ (0.1776)	\$ 0.2549	\$ 0.0350	\$ 1.30	\$ 1.27 \$ 0.03
	PINT	\$ 0.6249	\$ (0.0937)	\$ 0.2513	\$ 0.0217	\$ 0.80	\$ 0.81 \$ (0.01)
	12 OUNCE	\$ 0.4093	\$ (0.0614)	\$ 0.1885	\$ 0.0149	\$ 0.55	\$ 0.54 \$ 0.01
	10 OUNCE	\$ 0.3474	\$ (0.0521)	\$ 0.1571	\$ 0.0126	\$ 0.47	\$ 0.46 \$ 0.01
	1/2 PINT	\$ 0.2918	\$ (0.0438)	\$ 0.1339	\$ 0.0106	\$ 0.39	\$ 0.38 \$ 0.01
	4 OUNCE	\$ 0.1943	\$ (0.0291)	\$ 0.0670	\$ 0.0064	\$ 0.24	\$ 0.23 \$ 0.01
	Bulk per Quart	\$ 1.1436	\$ (0.1715)	\$ 0.2549	\$ 0.0340	\$ 1.26	\$ 1.19 \$ 0.07
FLAVORED NONFAT MILK	GALLON	\$ 3.4850	\$ (0.5228)	\$ 0.5796	\$ 0.0983	\$ 3.64	\$ 3.58 \$ 0.06
	1/2 GALLON	\$ 1.8148	\$ (0.2722)	\$ 0.3553	\$ 0.0527	\$ 1.95	\$ 1.93 \$ 0.02
	QUART	\$ 1.0986	\$ (0.1648)	\$ 0.2549	\$ 0.0330	\$ 1.22	\$ 1.21 \$ 0.01
	PINT	\$ 0.5823	\$ (0.0873)	\$ 0.2513	\$ 0.0207	\$ 0.77	\$ 0.78 \$ (0.01)
	12 OUNCE	\$ 0.3773	\$ (0.0566)	\$ 0.1885	\$ 0.0141	\$ 0.52	\$ 0.52 \$ -
	10 OUNCE	\$ 0.3208	\$ (0.0481)	\$ 0.1571	\$ 0.0119	\$ 0.44	\$ 0.44 \$ -
	1/2 PINT	\$ 0.2706	\$ (0.0406)	\$ 0.1339	\$ 0.0101	\$ 0.37	\$ 0.37 \$ -
	4 OUNCE	\$ 0.1837	\$ (0.0276)	\$ 0.0670	\$ 0.0062	\$ 0.23	\$ 0.22 \$ 0.01
	Bulk per Quart	\$ 1.0585	\$ (0.1588)	\$ 0.2549	\$ 0.0320	\$ 1.19	\$ 1.12 \$ 0.07
BUTTERMILK	GALLON	\$ 3.8493	\$ (0.5774)	\$ 0.5796	\$ 0.1069	\$ 3.96	\$ 4.32 \$ (0.36)
	1/2 GALLON	\$ 1.9970	\$ (0.2996)	\$ 0.3553	\$ 0.0570	\$ 2.11	\$ 2.29 \$ (0.18)
	QUART	\$ 1.1897	\$ (0.1785)	\$ 0.2549	\$ 0.0351	\$ 1.30	\$ 1.39 \$ (0.09)
	PINT	\$ 0.6279	\$ (0.0942)	\$ 0.2513	\$ 0.0218	\$ 0.81	\$ 0.87 \$ (0.06)
	12 OUNCE	\$ 0.4115	\$ (0.0617)	\$ 0.1885	\$ 0.0149	\$ 0.55	\$ 0.59 \$ (0.04)
	10 OUNCE	\$ 0.3493	\$ (0.0524)	\$ 0.1571	\$ 0.0126	\$ 0.47	\$ 0.49 \$ (0.02)
	1/2 PINT	\$ 0.2932	\$ (0.0440)	\$ 0.1339	\$ 0.0106	\$ 0.39	\$ 0.41 \$ (0.02)
	4 OUNCE	\$ 0.1951	\$ (0.0293)	\$ 0.0670	\$ 0.0065	\$ 0.24	\$ 0.24 \$ -
	Bulk per Quart	\$ 1.1496	\$ (0.1724)	\$ 0.2549	\$ 0.0342	\$ 1.27	\$ 1.31 \$ (0.04)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 7.8039	\$ (1.1706)	\$ 0.5796	\$ 0.2002	\$ 7.81	\$ 7.54	\$ 0.27
	1/2 GALLON	\$ 3.9742	\$ (0.5961)	\$ 0.3553	\$ 0.1036	\$ 3.98	\$ 3.85	\$ 0.13
	QUART	\$ 2.1783	\$ (0.3267)	\$ 0.2549	\$ 0.0585	\$ 2.19	\$ 2.12	\$ 0.07
	PINT	\$ 1.1222	\$ (0.1683)	\$ 0.2513	\$ 0.0334	\$ 1.24	\$ 1.23	\$ 0.01
	12 OUNCE	\$ 0.7823	\$ (0.1173)	\$ 0.1885	\$ 0.0237	\$ 0.88	\$ 0.86	\$ 0.02
	10 OUNCE	\$ 0.6583	\$ (0.0987)	\$ 0.1571	\$ 0.0199	\$ 0.74	\$ 0.72	\$ 0.02
	1/2 PINT	\$ 0.5404	\$ (0.0811)	\$ 0.1339	\$ 0.0165	\$ 0.61	\$ 0.59	\$ 0.02
	4 OUNCE	\$ 0.3187	\$ (0.0478)	\$ 0.0670	\$ 0.0094	\$ 0.35	\$ 0.33	\$ 0.02
	Bulk per Quart	\$ 2.1382	\$ (0.3207)	\$ 0.2549	\$ 0.0575	\$ 2.15	\$ 2.02	\$ 0.13