

Pennsylvania Milk Board
SALES INTO PMB AREA 4 BY TYPE OF MILK
Year 2023 Data

| Item (1) | All Dealers Selling into Area 4 (%) | Area 4 CRH Cross-section Dealers (2) Selling into Area 4 (%) |
|-----------------|--|---|
| Standard Milk | 36.25 | 40.97 |
| Reduced Fat 2% | 30.07 | 32.13 |
| Lowfat Milk 1% | 8.63 | 9.02 |
| Nonfat Milk | 5.33 | 4.18 |
| Mixed Milk | 5.12 | 0.79 |
| TOTALS | 85.40 | 87.09 |

Footnotes:

1.) Top 5 selling controlled milk products for Area 4 based on Year 2023 sales.

2.) Area 4 CRH Cross-Section Dealers:

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

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2023 DATA**

| Cost Center | Weighted Costs | Weighted Points | Cost per Point |
|---|-----------------------|------------------------|-----------------------|
| Receiving, Lab & Field Work | \$ 5,908,447 | 148,305,690 | \$ 0.0398 |
| Standardization & Pasteurization | \$ 2,029,601 | 264,417,132 | \$ 0.0077 |
| Bottling | \$ 12,639,199 | 240,358,637 | \$ 0.0526 |
| Cold Room | \$ 10,686,191 | 247,523,834 | \$ 0.0432 |
| Delivery | \$ 14,736,817 | 113,245,801 | \$ 0.1301 |
| Selling | \$ 4,775,880 | 146,176,176 | \$ 0.0327 |

Total Cost per Point \$ 0.3061

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**CONTAINER COSTS
YEAR 2023 UNITS (@ APRIL 2024 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-2024) Cost per Unit | Weighted Shrinkage Factor (%) | Adjusted for Shrinkage Cost per Unit |
| GALLON | Plastic | Blow Molded | \$ 143,951 | 624,976 | \$ 0.2303 | | | |
| | | Purchased | \$ 3,661,893 | 16,540,163 | \$ 0.2214 | | | |
| | | | \$ 3,805,844 | 17,165,139 | \$ 0.2217 | \$ 0.2261 | 1.15% | \$ 0.2287 |
| 1/2 GALLON | Plastic | Blow Molded | \$ - | - | \$ - | | | |
| | | Purchased | \$ 1,968,339 | 10,884,648 | \$ 0.1808 | | | |
| | Paper | Purchased | \$ - | - | \$ - | | | |
| | Combined | | \$ 1,968,339 | 10,884,648 | \$ 0.1808 | \$ 0.1791 | 1.22% | \$ 0.1813 |
| QUART | Plastic | Purchased | \$ 307,386 | 1,293,924 | \$ 0.2376 | | | |
| | Paper | Purchased | \$ - | - | \$ - | | | |
| | Combined | | \$ 307,386 | 1,293,924 | \$ 0.2376 | \$ 0.2355 | 1.57% | \$ 0.2392 |
| PINT | Plastic | Purchased | \$ 1,115,175 | 6,455,155 | \$ 0.1728 | | | |
| | Paper | Purchased | \$ - | - | \$ - | | | |
| | Combined | | \$ 1,115,175 | 6,455,155 | \$ 0.1728 | \$ 0.1730 | 1.62% | \$ 0.1758 |
| 12 Ounce ⁽¹⁾ | | Purchased | | | \$ 0.0630 | \$ 0.0630 | | \$ 0.0630 |
| 10 Ounce ⁽¹⁾ | | Purchased | | | \$ 0.0309 | \$ 0.0309 | | \$ 0.0309 |
| 1/2 PINT | Plastic | Purchased | \$ 238,481 | 2,498,754 | \$ 0.0954 | \$ 0.0940 | 0.92% | \$ 0.0949 |
| | Paper | Purchased | \$ 1,086,023 | 37,880,401 | \$ 0.0287 | \$ 0.0308 | 0.85% | \$ 0.0311 |
| 4 Ounce | Paper | Purchased | \$ 17,532 | 609,866 | \$ 0.0287 | \$ 0.0287 | 1.53% | \$ 0.0291 |
| Bulk Per Quart | | Purchased | \$ 37,908 | 589,947 | \$ 0.0643 | \$ 0.0643 | 1.30% | \$ 0.0651 |

Footnote:

1. None of the Area 4 cross-section Dealers bottled price-Controlled product in this size container during Year 2023. The cost per unit presented is per a prior year.

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2023 POUNDS (@ APRIL 2024 COSTS)**

| Product | Weighted Costs | Weighted Pounds | Cost per Pound |
|----------------------------------|---------------------------|----------------------------|---------------------------|
| Standard (Whole) Milk | \$ 2,921 | 95,187,200 | \$ - |
| Reduced Fat (2%) Milk | \$ 8,169 | 74,296,298 | \$ 0.0001 |
| Low Fat (1%) Milk | \$ 2,539 | 20,917,433 | \$ 0.0001 |
| Non Fat (Skim) Milk | \$ 32,452 | 9,338,029 | \$ 0.0035 |
| Flavored Milk | \$ 596,279 | 9,579,643 | \$ 0.0622 |
| Flavored Reduced Fat Milk | \$ 439,658 | 8,207,415 | \$ 0.0536 |
| Flavored NONFAT Milk | \$ 308,495 | 8,937,906 | \$ 0.0345 |
| Buttermilk | \$ 296 | 5,957 | \$ 0.0497 |
| Egg Nog | \$ 236,691 | 829,265 | \$ 0.2854 |

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2023 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 | 13,856,686 | 13,029,893 | n/a | \$ 3,640,838 | n/a | \$ 3,640,838 | \$ 1,386,643 |
| 2 Bulk MILK - diverted | 18,136,201 | 718,452 | \$ 3,433,195 | \$ 3,664,479 | n/a | \$ 231,284 | \$ 34,140 |
| 3 Bulk MILK - transferred | 306,000 | 337 | \$ 40,609 | \$ 34,189 | \$ 13,334 | \$ 6,914 | \$ 3,314 |
| 4 Bulk MILK - TOTAL (Rows 2 + 3) | 18,442,201 | 718,789 | \$ 3,473,804 | \$ 3,698,668 | \$ 13,334 | \$ 238,198 | \$ 37,454 |
| 5 Bulk CREAM - transferred | 17,512,344 | 7,469,705 | \$ 25,238,926 | \$ 23,255,833 | \$ 460,392 | \$ (1,522,701) | \$ (997,954) |

| | H | I | J |
|---|----------------|-----------------|-------------------------|
| | | | (H ÷ I) |
| Cost/(Revenue) Factor | Weighted Costs | Weighted Pounds | Weighted Cost per Pound |
| 6 Shrinkage (Row 1) | \$ 1,386,643 | | |
| 7 Bulk MILK (Profit)/Loss (Row 4) | \$ 37,454 | | |
| 8 Bulk CREAM (Profit)/Loss (Row 5) | \$ (997,954) | | |
| 9 Total | \$ 426,143 | 274,322,971 | \$ 0.0016 |

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**MILK COSTS BEFORE PACKAGING
OCTOBER 2024 MILK COSTS**

| | |
|----------------|----------------|
| | Class I |
| Skim Rate | \$ 15.46 |
| Butterfat Rate | \$ 3.6830 |

| 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 | 95,187,200 | 3,129,455 | 3.2877% | 92,057,745 | \$ 11,525,783 | \$ 14,232,127 | \$ 25,757,910 | \$ 0.2706 | \$ - | \$ 0.0016 | \$ 0.2722 |
| Reduced Fat (2%) Milk | 74,296,298 | 1,406,156 | 1.8926% | 72,890,142 | \$ 5,178,873 | \$ 11,268,816 | \$ 16,447,689 | \$ 0.2214 | \$ 0.0001 | \$ 0.0016 | \$ 0.2231 |
| Low Fat (1%) Milk | 20,917,433 | 194,171 | 0.9283% | 20,723,262 | \$ 715,132 | \$ 3,203,816 | \$ 3,918,948 | \$ 0.1874 | \$ 0.0001 | \$ 0.0016 | \$ 0.1891 |
| Non Fat (Skim) Milk | 9,338,029 | 8,346 | 0.0894% | 9,329,683 | \$ 30,738 | \$ 1,442,369 | \$ 1,473,107 | \$ 0.1578 | \$ 0.0035 | \$ 0.0016 | \$ 0.1629 |
| Flavored Milk | 9,579,643 | 336,002 | 3.5075% | 9,243,641 | \$ 1,237,495 | \$ 1,429,067 | \$ 2,666,562 | \$ 0.2784 | \$ 0.0622 | \$ 0.0016 | \$ 0.3422 |
| Flavored Reduced Fat Milk | 8,207,415 | 89,937 | 1.0958% | 8,117,478 | \$ 331,238 | \$ 1,254,962 | \$ 1,586,200 | \$ 0.1933 | \$ 0.0536 | \$ 0.0016 | \$ 0.2485 |
| Flavored NONFAT Milk | 8,937,906 | 12,915 | 0.1445% | 8,924,991 | \$ 47,566 | \$ 1,379,804 | \$ 1,427,370 | \$ 0.1597 | \$ 0.0345 | \$ 0.0016 | \$ 0.1958 |
| Buttermilk | 5,957 | 60 | 1.0072% | 5,897 | \$ 221 | \$ 912 | \$ 1,133 | \$ 0.1902 | \$ 0.0497 | \$ 0.0016 | \$ 0.2415 |
| Egg Nog | 829,265 | 62,060 | 7.4837% | 767,205 | \$ 228,567 | \$ 118,610 | \$ 347,177 | \$ 0.4187 | \$ 0.2854 | \$ 0.0016 | \$ 0.7057 |

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2024 vs. Year 2023)**

| A | B | C | D | E | F | G |
|----------------------------|------|-----------------------------|------|-------------------------------------|---------|------------------------|
| | | | | (A ÷ C) | (B ÷ D) | (E - F) |
| 1 ST HALF COSTS | | 1 ST HALF POINTS | | 1 ST HALF COST per POINT | | INCREASE (DECREASE) |
| 2024 | 2023 | 2024 | 2023 | 2024 | 2023 | |

| | | | | | | | |
|---------------------------------|---------------|---------------|-------------|-------------|-----------|-----------|-------------|
| WEIGHTED LABOR COSTS | \$ 18,114,077 | \$ 16,844,871 | 115,538,243 | 121,241,667 | \$ 0.1568 | \$ 0.1389 | \$ 0.0179 |
| WEIGHTED UTILITY COSTS | \$ 904,540 | \$ 971,981 | 115,538,243 | 121,241,667 | \$ 0.0078 | \$ 0.0080 | \$ (0.0002) |
| WEIGHTED INSURANCE COSTS | \$ 846,457 | \$ 768,186 | 115,538,243 | 121,241,667 | \$ 0.0073 | \$ 0.0063 | \$ 0.0010 |

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0187

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2023 to AUGUST 2024

| | | |
|--|-----------|------------------------|
| 1. Weighted Diesel Fuel Costs - YEAR 2023 | \$ | 2,011,644 |
| 2. Average On-Highway Diesel Price per Gallon - YEAR 2023 (1) | \$ | 4.541 |
| 3. On-Highway Diesel Price per Gallon - AUGUST 2024 (1) | \$ | 3.952 |
| 4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2) | | -12.97% |
| 5. Presumed Diesel Fuel Costs - AUGUST 2024 ((Line 1 X Line 4) + Line 1) | \$ | <u>1,750,719</u> |
| 6. Change in Diesel Fuel Costs from YEAR 2023 to AUGUST 2024 (Line 5 - Line 1) | \$ | (260,925) |
| 7. Weighted Delivery Points - YEAR 2023 | | <u>113,245,801</u> |
| 8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7) | \$ | <u>(0.0023)</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 BOARD

MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2023 to JUNE 2024

| | | |
|---|-----------|------------------------|
| 1. Weighted Heating Fuel Costs - YEAR 2023 | \$ | 259,506 |
| 2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2023 (1) | \$ | 10.76 |
| 3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2024 (1) | \$ | 9.81 |
| 4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2) | | -8.83% |
| 5. Presumed Heating Fuel Costs - JUNE 2024 ((Line 1 X Line 4) + Line 1) | \$ | <u>236,592</u> |
| 6. Change in Heating Fuel Costs from YEAR 2023 to JUNE 2024 (Line 5 - Line 1) | \$ | (22,914) |
| 7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2023 | | <u>264,417,132</u> |
| 8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7) | \$ | <u>(0.0001)</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 BOARD
MILK MARKETING AREA 4
YEAR 2023 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

| (A) | (B) | (C) | (D) | (E) | (F) |
|----------------|--------------------------------------|---------------------|-------------------------|--------------------|------------------|
| | | | | <i>(C) + (D)</i> | <i>(B) x (E)</i> |
| Container Size | Area 4 Container Sales (Units) | Adjustment per UNIT | | | Dollar Effect |
| | | Bottling | Cold Room & Delivery | Total | |
| GALLON | 17,165,139 | \$ (0.06374) | \$ (0.01258) | \$ (0.0763) | \$ (1,309,700) |
| 1/2 GALLON | 10,884,648 | \$ (0.00241) | \$ (0.04202) | \$ (0.0444) | \$ (483,278) |
| QUART | 1,293,924 | \$ 0.06408 | \$ (0.01638) | \$ 0.0477 | \$ 61,720 |
| PINT | 6,455,155 | \$ 0.04974 | \$ 0.05174 | \$ 0.1015 | \$ 655,198 |
| 12 OUNCE | - | \$ - | \$ - | \$ - | \$ - |
| 10 OUNCE | - | \$ - | \$ - | \$ - | \$ - |
| 1/2 PINT | 40,379,155 | \$ 0.01659 | \$ 0.00906 | \$ 0.0257 | \$ 1,037,744 |
| 4 OUNCE | 609,866 | \$ 0.01915 | \$ 0.02144 | \$ 0.0406 | \$ 24,761 |
| Bulk per Quart | 589,947 | \$ 0.05882 | \$ (0.03148) | \$ 0.0273 | \$ 16,106 |
| | | | | | \$ <u>2,551</u> |

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4

WHOLESALE PRICE BUILDUP
OCTOBER 2024 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 | \$ 2.3409 | \$ 0.2287 | \$ 0.0672 | \$ (0.0763) | \$ 1.2244 | \$ 3.7849 | \$ 0.1373 | \$ 3.9222 | \$ (0.4352) | \$ 0.9664 | \$ 4.4534 | \$ 4.3567 | \$ 0.0967 |
| | 1/2 GALLON | \$ 1.1705 | \$ 0.1813 | \$ 0.0336 | \$ (0.0444) | \$ 0.6122 | \$ 1.9532 | \$ 0.0708 | \$ 2.0240 | \$ (0.2176) | \$ 0.4832 | \$ 2.2896 | \$ 2.2400 | \$ 0.0496 |
| | QUART | \$ 0.5852 | \$ 0.2392 | \$ 0.0168 | \$ 0.0477 | \$ 0.3061 | \$ 1.1950 | \$ 0.0433 | \$ 1.2383 | \$ (0.1088) | \$ 0.2416 | \$ 1.3711 | \$ 1.3480 | \$ 0.0231 |
| | PINT | \$ 0.2926 | \$ 0.1758 | \$ 0.0084 | \$ 0.1015 | \$ 0.1531 | \$ 0.7314 | \$ 0.0265 | \$ 0.7579 | \$ (0.0544) | \$ 0.1208 | \$ 0.8243 | \$ 0.8194 | \$ 0.0049 |
| | 12 OUNCE | \$ 0.2195 | \$ 0.0630 | \$ 0.0063 | \$ - | \$ 0.1148 | \$ 0.4036 | \$ 0.0146 | \$ 0.4182 | \$ (0.0408) | \$ 0.0906 | \$ 0.4680 | \$ 0.4600 | \$ 0.0080 |
| | 10 OUNCE | \$ 0.1829 | \$ 0.0309 | \$ 0.0053 | \$ - | \$ 0.0957 | \$ 0.3148 | \$ 0.0114 | \$ 0.3262 | \$ (0.0340) | \$ 0.0755 | \$ 0.3677 | \$ 0.3609 | \$ 0.0068 |
| | 1/2 PINT | \$ 0.1463 | \$ 0.0311 | \$ 0.0042 | \$ 0.0257 | \$ 0.0765 | \$ 0.2838 | \$ 0.0103 | \$ 0.2941 | \$ (0.0272) | \$ 0.0604 | \$ 0.3273 | \$ 0.3214 | \$ 0.0059 |
| | 4 OUNCE | \$ 0.0732 | \$ 0.0291 | \$ 0.0021 | \$ 0.0406 | \$ 0.0383 | \$ 0.1833 | \$ 0.0066 | \$ 0.1899 | \$ (0.0136) | \$ 0.0302 | \$ 0.2065 | \$ 0.2051 | \$ 0.0014 |
| | Bulk per Quart | \$ 0.5852 | \$ 0.0651 | \$ 0.0168 | \$ 0.0273 | \$ 0.3061 | \$ 1.0005 | \$ 0.0363 | \$ 1.0368 | \$ (0.1088) | \$ 0.2416 | \$ 1.1696 | \$ 1.2543 | \$ (0.0847) |
| REDUCED FAT (2%) MILK | GALLON | \$ 1.9231 | \$ 0.2287 | \$ 0.0672 | \$ (0.0763) | \$ 1.2244 | \$ 3.3671 | \$ 0.1221 | \$ 3.4892 | \$ (0.4352) | \$ 0.9664 | \$ 4.0204 | \$ 3.9309 | \$ 0.0895 |
| | 1/2 GALLON | \$ 0.9616 | \$ 0.1813 | \$ 0.0336 | \$ (0.0444) | \$ 0.6122 | \$ 1.7443 | \$ 0.0633 | \$ 1.8076 | \$ (0.2176) | \$ 0.4832 | \$ 2.0732 | \$ 2.0272 | \$ 0.0460 |
| | QUART | \$ 0.4808 | \$ 0.2392 | \$ 0.0168 | \$ 0.0477 | \$ 0.3061 | \$ 1.0906 | \$ 0.0396 | \$ 1.1302 | \$ (0.1088) | \$ 0.2416 | \$ 1.2630 | \$ 1.2416 | \$ 0.0214 |
| | PINT | \$ 0.2404 | \$ 0.1758 | \$ 0.0084 | \$ 0.1015 | \$ 0.1531 | \$ 0.6792 | \$ 0.0246 | \$ 0.7038 | \$ (0.0544) | \$ 0.1208 | \$ 0.7702 | \$ 0.7661 | \$ 0.0041 |
| | 12 OUNCE | \$ 0.1803 | \$ 0.0630 | \$ 0.0063 | \$ - | \$ 0.1148 | \$ 0.3644 | \$ 0.0132 | \$ 0.3776 | \$ (0.0408) | \$ 0.0906 | \$ 0.4274 | \$ 0.4201 | \$ 0.0073 |
| | 10 OUNCE | \$ 0.1502 | \$ 0.0309 | \$ 0.0053 | \$ - | \$ 0.0957 | \$ 0.2821 | \$ 0.0102 | \$ 0.2923 | \$ (0.0340) | \$ 0.0755 | \$ 0.3338 | \$ 0.3276 | \$ 0.0062 |
| | 1/2 PINT | \$ 0.1202 | \$ 0.0311 | \$ 0.0042 | \$ 0.0257 | \$ 0.0765 | \$ 0.2577 | \$ 0.0093 | \$ 0.2670 | \$ (0.0272) | \$ 0.0604 | \$ 0.3002 | \$ 0.2948 | \$ 0.0054 |
| | 4 OUNCE | \$ 0.0601 | \$ 0.0291 | \$ 0.0021 | \$ 0.0406 | \$ 0.0383 | \$ 0.1702 | \$ 0.0062 | \$ 0.1764 | \$ (0.0136) | \$ 0.0302 | \$ 0.1930 | \$ 0.1918 | \$ 0.0012 |
| | Bulk per Quart | \$ 0.4808 | \$ 0.0651 | \$ 0.0168 | \$ 0.0273 | \$ 0.3061 | \$ 0.8961 | \$ 0.0325 | \$ 0.9286 | \$ (0.1088) | \$ 0.2416 | \$ 1.0614 | \$ 1.1478 | \$ (0.0864) |
| LOW FAT (1%) MILK | GALLON | \$ 1.6300 | \$ 0.2287 | \$ 0.0672 | \$ (0.0763) | \$ 1.2244 | \$ 3.0740 | \$ 0.1115 | \$ 3.1855 | \$ (0.4352) | \$ 0.9664 | \$ 3.7167 | \$ 3.6254 | \$ 0.0913 |
| | 1/2 GALLON | \$ 0.8150 | \$ 0.1813 | \$ 0.0336 | \$ (0.0444) | \$ 0.6122 | \$ 1.5977 | \$ 0.0579 | \$ 1.6556 | \$ (0.2176) | \$ 0.4832 | \$ 1.9212 | \$ 1.8744 | \$ 0.0468 |
| | QUART | \$ 0.4075 | \$ 0.2392 | \$ 0.0168 | \$ 0.0477 | \$ 0.3061 | \$ 1.0173 | \$ 0.0369 | \$ 1.0542 | \$ (0.1088) | \$ 0.2416 | \$ 1.1870 | \$ 1.1652 | \$ 0.0218 |
| | PINT | \$ 0.2038 | \$ 0.1758 | \$ 0.0084 | \$ 0.1015 | \$ 0.1531 | \$ 0.6426 | \$ 0.0233 | \$ 0.6659 | \$ (0.0544) | \$ 0.1208 | \$ 0.7323 | \$ 0.7280 | \$ 0.0043 |
| | 12 OUNCE | \$ 0.1528 | \$ 0.0630 | \$ 0.0063 | \$ - | \$ 0.1148 | \$ 0.3369 | \$ 0.0122 | \$ 0.3491 | \$ (0.0408) | \$ 0.0906 | \$ 0.3989 | \$ 0.3914 | \$ 0.0075 |
| | 10 OUNCE | \$ 0.1273 | \$ 0.0309 | \$ 0.0053 | \$ - | \$ 0.0957 | \$ 0.2592 | \$ 0.0094 | \$ 0.2686 | \$ (0.0340) | \$ 0.0755 | \$ 0.3101 | \$ 0.3038 | \$ 0.0063 |
| | 1/2 PINT | \$ 0.1019 | \$ 0.0311 | \$ 0.0042 | \$ 0.0257 | \$ 0.0765 | \$ 0.2394 | \$ 0.0087 | \$ 0.2481 | \$ (0.0272) | \$ 0.0604 | \$ 0.2813 | \$ 0.2756 | \$ 0.0057 |
| | 4 OUNCE | \$ 0.0509 | \$ 0.0291 | \$ 0.0021 | \$ 0.0406 | \$ 0.0383 | \$ 0.1610 | \$ 0.0058 | \$ 0.1668 | \$ (0.0136) | \$ 0.0302 | \$ 0.1834 | \$ 0.1823 | \$ 0.0011 |
| | Bulk per Quart | \$ 0.4075 | \$ 0.0651 | \$ 0.0168 | \$ 0.0273 | \$ 0.3061 | \$ 0.8228 | \$ 0.0298 | \$ 0.8526 | \$ (0.1088) | \$ 0.2416 | \$ 0.9854 | \$ 1.0715 | \$ (0.0861) |
| NON FAT (SKIM) MILK | GALLON | \$ 1.4058 | \$ 0.2287 | \$ 0.0672 | \$ (0.0763) | \$ 1.2244 | \$ 2.8498 | \$ 0.1034 | \$ 2.9532 | \$ (0.4352) | \$ 0.9664 | \$ 3.4844 | \$ 3.3796 | \$ 0.1048 |
| | 1/2 GALLON | \$ 0.7029 | \$ 0.1813 | \$ 0.0336 | \$ (0.0444) | \$ 0.6122 | \$ 1.4856 | \$ 0.0539 | \$ 1.5395 | \$ (0.2176) | \$ 0.4832 | \$ 1.8051 | \$ 1.7515 | \$ 0.0536 |
| | QUART | \$ 0.3515 | \$ 0.2392 | \$ 0.0168 | \$ 0.0477 | \$ 0.3061 | \$ 0.9613 | \$ 0.0349 | \$ 0.9962 | \$ (0.1088) | \$ 0.2416 | \$ 1.1290 | \$ 1.1038 | \$ 0.0252 |
| | PINT | \$ 0.1757 | \$ 0.1758 | \$ 0.0084 | \$ 0.1015 | \$ 0.1531 | \$ 0.6145 | \$ 0.0223 | \$ 0.6368 | \$ (0.0544) | \$ 0.1208 | \$ 0.7032 | \$ 0.6972 | \$ 0.0060 |
| | 12 OUNCE | \$ 0.1318 | \$ 0.0630 | \$ 0.0063 | \$ - | \$ 0.1148 | \$ 0.3159 | \$ 0.0115 | \$ 0.3274 | \$ (0.0408) | \$ 0.0906 | \$ 0.3772 | \$ 0.3683 | \$ 0.0089 |
| | 10 OUNCE | \$ 0.1098 | \$ 0.0309 | \$ 0.0053 | \$ - | \$ 0.0957 | \$ 0.2417 | \$ 0.0088 | \$ 0.2505 | \$ (0.0340) | \$ 0.0755 | \$ 0.2920 | \$ 0.2846 | \$ 0.0074 |
| | 1/2 PINT | \$ 0.0879 | \$ 0.0311 | \$ 0.0042 | \$ 0.0257 | \$ 0.0765 | \$ 0.2254 | \$ 0.0082 | \$ 0.2336 | \$ (0.0272) | \$ 0.0604 | \$ 0.2668 | \$ 0.2602 | \$ 0.0066 |
| | 4 OUNCE | \$ 0.0439 | \$ 0.0291 | \$ 0.0021 | \$ 0.0406 | \$ 0.0383 | \$ 0.1540 | \$ 0.0056 | \$ 0.1596 | \$ (0.0136) | \$ 0.0302 | \$ 0.1762 | \$ 0.1746 | \$ 0.0016 |
| | Bulk per Quart | \$ 0.3515 | \$ 0.0651 | \$ 0.0168 | \$ 0.0273 | \$ 0.3061 | \$ 0.7668 | \$ 0.0278 | \$ 0.7946 | \$ (0.1088) | \$ 0.2416 | \$ 0.9274 | \$ 1.0100 | \$ (0.0826) |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0005 per quart equivalent.

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
OCTOBER 2024 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 | \$ 2.7376 | \$ 0.2287 | \$ 0.0672 | \$ (0.0763) | \$ 1.2244 | \$ 4.1816 | \$ 0.1517 | \$ 4.3333 | \$ (0.4352) | \$ 0.9664 | \$ 4.8645 | \$ 4.6650 | \$ 0.1995 |
| | 1/2 GALLON | \$ 1.3688 | \$ 0.1813 | \$ 0.0336 | \$ (0.0444) | \$ 0.6122 | \$ 2.1515 | \$ 0.0780 | \$ 2.2295 | \$ (0.2176) | \$ 0.4832 | \$ 2.4951 | \$ 2.3942 | \$ 0.1009 |
| | QUART | \$ 0.6844 | \$ 0.2392 | \$ 0.0168 | \$ 0.0477 | \$ 0.3061 | \$ 1.2942 | \$ 0.0469 | \$ 1.3411 | \$ (0.1088) | \$ 0.2416 | \$ 1.4739 | \$ 1.4251 | \$ 0.0488 |
| | PINT | \$ 0.3422 | \$ 0.1758 | \$ 0.0084 | \$ 0.1015 | \$ 0.1531 | \$ 0.7810 | \$ 0.0283 | \$ 0.8093 | \$ (0.0544) | \$ 0.1208 | \$ 0.8757 | \$ 0.8579 | \$ 0.0178 |
| | 12 OUNCE | \$ 0.2567 | \$ 0.0630 | \$ 0.0063 | \$ - | \$ 0.1148 | \$ 0.4408 | \$ 0.0160 | \$ 0.4568 | \$ (0.0408) | \$ 0.0906 | \$ 0.5066 | \$ 0.4889 | \$ 0.0177 |
| | 10 OUNCE | \$ 0.2139 | \$ 0.0309 | \$ 0.0053 | \$ - | \$ 0.0957 | \$ 0.3458 | \$ 0.0125 | \$ 0.3583 | \$ (0.0340) | \$ 0.0755 | \$ 0.3998 | \$ 0.3850 | \$ 0.0148 |
| | 1/2 PINT | \$ 0.1711 | \$ 0.0311 | \$ 0.0042 | \$ 0.0257 | \$ 0.0765 | \$ 0.3086 | \$ 0.0112 | \$ 0.3198 | \$ (0.0272) | \$ 0.0604 | \$ 0.3530 | \$ 0.3407 | \$ 0.0123 |
| | 4 OUNCE | \$ 0.0856 | \$ 0.0291 | \$ 0.0021 | \$ 0.0406 | \$ 0.0383 | \$ 0.1957 | \$ 0.0071 | \$ 0.2028 | \$ (0.0136) | \$ 0.0302 | \$ 0.2194 | \$ 0.2147 | \$ 0.0047 |
| | Bulk per Quart | \$ 0.6844 | \$ 0.0651 | \$ 0.0168 | \$ 0.0273 | \$ 0.3061 | \$ 1.0997 | \$ 0.0399 | \$ 1.1396 | \$ (0.1088) | \$ 0.2416 | \$ 1.2724 | \$ 1.3313 | \$ (0.0589) |
| FLAVORED REDUCED FAT MILK | GALLON | \$ 1.9880 | \$ 0.2287 | \$ 0.0672 | \$ (0.0763) | \$ 1.2244 | \$ 3.4320 | \$ 0.1245 | \$ 3.5565 | \$ (0.4352) | \$ 0.9664 | \$ 4.0877 | \$ 4.0217 | \$ 0.0660 |
| | 1/2 GALLON | \$ 0.9940 | \$ 0.1813 | \$ 0.0336 | \$ (0.0444) | \$ 0.6122 | \$ 1.7767 | \$ 0.0644 | \$ 1.8411 | \$ (0.2176) | \$ 0.4832 | \$ 2.1067 | \$ 2.0725 | \$ 0.0342 |
| | QUART | \$ 0.4970 | \$ 0.2392 | \$ 0.0168 | \$ 0.0477 | \$ 0.3061 | \$ 1.1068 | \$ 0.0401 | \$ 1.1469 | \$ (0.1088) | \$ 0.2416 | \$ 1.2797 | \$ 1.2643 | \$ 0.0154 |
| | PINT | \$ 0.2485 | \$ 0.1758 | \$ 0.0084 | \$ 0.1015 | \$ 0.1531 | \$ 0.6873 | \$ 0.0249 | \$ 0.7122 | \$ (0.0544) | \$ 0.1208 | \$ 0.7786 | \$ 0.7775 | \$ 0.0011 |
| | 12 OUNCE | \$ 0.1864 | \$ 0.0630 | \$ 0.0063 | \$ - | \$ 0.1148 | \$ 0.3705 | \$ 0.0134 | \$ 0.3839 | \$ (0.0408) | \$ 0.0906 | \$ 0.4337 | \$ 0.4286 | \$ 0.0051 |
| | 10 OUNCE | \$ 0.1553 | \$ 0.0309 | \$ 0.0053 | \$ - | \$ 0.0957 | \$ 0.2872 | \$ 0.0104 | \$ 0.2976 | \$ (0.0340) | \$ 0.0755 | \$ 0.3391 | \$ 0.3348 | \$ 0.0043 |
| | 1/2 PINT | \$ 0.1243 | \$ 0.0311 | \$ 0.0042 | \$ 0.0257 | \$ 0.0765 | \$ 0.2618 | \$ 0.0095 | \$ 0.2713 | \$ (0.0272) | \$ 0.0604 | \$ 0.3045 | \$ 0.3005 | \$ 0.0040 |
| | 4 OUNCE | \$ 0.0621 | \$ 0.0291 | \$ 0.0021 | \$ 0.0406 | \$ 0.0383 | \$ 0.1722 | \$ 0.0062 | \$ 0.1784 | \$ (0.0136) | \$ 0.0302 | \$ 0.1950 | \$ 0.1946 | \$ 0.0004 |
| | Bulk per Quart | \$ 0.4970 | \$ 0.0651 | \$ 0.0168 | \$ 0.0273 | \$ 0.3061 | \$ 0.9123 | \$ 0.0331 | \$ 0.9454 | \$ (0.1088) | \$ 0.2416 | \$ 1.0782 | \$ 1.1705 | \$ (0.0923) |
| FLAVORED NONFAT MILK | GALLON | \$ 1.5664 | \$ 0.2287 | \$ 0.0672 | \$ (0.0763) | \$ 1.2244 | \$ 3.0104 | \$ 0.1092 | \$ 3.1196 | \$ (0.4352) | \$ 0.9664 | \$ 3.6508 | \$ 3.5359 | \$ 0.1149 |
| | 1/2 GALLON | \$ 0.7832 | \$ 0.1813 | \$ 0.0336 | \$ (0.0444) | \$ 0.6122 | \$ 1.5659 | \$ 0.0568 | \$ 1.6227 | \$ (0.2176) | \$ 0.4832 | \$ 1.8883 | \$ 1.8296 | \$ 0.0587 |
| | QUART | \$ 0.3916 | \$ 0.2392 | \$ 0.0168 | \$ 0.0477 | \$ 0.3061 | \$ 1.0014 | \$ 0.0363 | \$ 1.0377 | \$ (0.1088) | \$ 0.2416 | \$ 1.1705 | \$ 1.1429 | \$ 0.0276 |
| | PINT | \$ 0.1958 | \$ 0.1758 | \$ 0.0084 | \$ 0.1015 | \$ 0.1531 | \$ 0.6346 | \$ 0.0230 | \$ 0.6576 | \$ (0.0544) | \$ 0.1208 | \$ 0.7240 | \$ 0.7168 | \$ 0.0072 |
| | 12 OUNCE | \$ 0.1469 | \$ 0.0630 | \$ 0.0063 | \$ - | \$ 0.1148 | \$ 0.3310 | \$ 0.0120 | \$ 0.3430 | \$ (0.0408) | \$ 0.0906 | \$ 0.3928 | \$ 0.3830 | \$ 0.0098 |
| | 10 OUNCE | \$ 0.1224 | \$ 0.0309 | \$ 0.0053 | \$ - | \$ 0.0957 | \$ 0.2543 | \$ 0.0092 | \$ 0.2635 | \$ (0.0340) | \$ 0.0755 | \$ 0.3050 | \$ 0.2967 | \$ 0.0083 |
| | 1/2 PINT | \$ 0.0979 | \$ 0.0311 | \$ 0.0042 | \$ 0.0257 | \$ 0.0765 | \$ 0.2354 | \$ 0.0085 | \$ 0.2439 | \$ (0.0272) | \$ 0.0604 | \$ 0.2771 | \$ 0.2701 | \$ 0.0070 |
| | 4 OUNCE | \$ 0.0490 | \$ 0.0291 | \$ 0.0021 | \$ 0.0406 | \$ 0.0383 | \$ 0.1591 | \$ 0.0058 | \$ 0.1649 | \$ (0.0136) | \$ 0.0302 | \$ 0.1815 | \$ 0.1795 | \$ 0.0020 |
| | Bulk per Quart | \$ 0.3916 | \$ 0.0651 | \$ 0.0168 | \$ 0.0273 | \$ 0.3061 | \$ 0.8069 | \$ 0.0293 | \$ 0.8362 | \$ (0.1088) | \$ 0.2416 | \$ 0.9690 | \$ 1.0491 | \$ (0.0801) |
| BUTTERMILK | GALLON | \$ 2.0817 | \$ 0.2287 | \$ 0.0672 | \$ (0.0763) | \$ 1.2244 | \$ 3.5257 | \$ 0.1279 | \$ 3.6536 | \$ (0.4352) | \$ 0.9664 | \$ 4.1848 | \$ 4.0763 | \$ 0.1085 |
| | 1/2 GALLON | \$ 1.0409 | \$ 0.1813 | \$ 0.0336 | \$ (0.0444) | \$ 0.6122 | \$ 1.8236 | \$ 0.0661 | \$ 1.8897 | \$ (0.2176) | \$ 0.4832 | \$ 2.1553 | \$ 2.0998 | \$ 0.0555 |
| | QUART | \$ 0.5204 | \$ 0.2392 | \$ 0.0168 | \$ 0.0477 | \$ 0.3061 | \$ 1.1302 | \$ 0.0410 | \$ 1.1712 | \$ (0.1088) | \$ 0.2416 | \$ 1.3040 | \$ 1.2780 | \$ 0.0260 |
| | PINT | \$ 0.2602 | \$ 0.1758 | \$ 0.0084 | \$ 0.1015 | \$ 0.1531 | \$ 0.6990 | \$ 0.0254 | \$ 0.7244 | \$ (0.0544) | \$ 0.1208 | \$ 0.7908 | \$ 0.7843 | \$ 0.0065 |
| | 12 OUNCE | \$ 0.1952 | \$ 0.0630 | \$ 0.0063 | \$ - | \$ 0.1148 | \$ 0.3793 | \$ 0.0138 | \$ 0.3931 | \$ (0.0408) | \$ 0.0906 | \$ 0.4429 | \$ 0.4336 | \$ 0.0093 |
| | 10 OUNCE | \$ 0.1626 | \$ 0.0309 | \$ 0.0053 | \$ - | \$ 0.0957 | \$ 0.2945 | \$ 0.0107 | \$ 0.3052 | \$ (0.0340) | \$ 0.0755 | \$ 0.3467 | \$ 0.3390 | \$ 0.0077 |
| | 1/2 PINT | \$ 0.1301 | \$ 0.0311 | \$ 0.0042 | \$ 0.0257 | \$ 0.0765 | \$ 0.2676 | \$ 0.0097 | \$ 0.2773 | \$ (0.0272) | \$ 0.0604 | \$ 0.3105 | \$ 0.3038 | \$ 0.0067 |
| | 4 OUNCE | \$ 0.0651 | \$ 0.0291 | \$ 0.0021 | \$ 0.0406 | \$ 0.0383 | \$ 0.1752 | \$ 0.0064 | \$ 0.1816 | \$ (0.0136) | \$ 0.0302 | \$ 0.1982 | \$ 0.1964 | \$ 0.0018 |
| | Bulk per Quart | \$ 0.5204 | \$ 0.0651 | \$ 0.0168 | \$ 0.0273 | \$ 0.3061 | \$ 0.9357 | \$ 0.0339 | \$ 0.9696 | \$ (0.1088) | \$ 0.2416 | \$ 1.1024 | \$ 1.1842 | \$ (0.0818) |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0005 per quart equivalent.

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
OCTOBER 2024 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 | \$ 5.6456 | \$ 0.2287 | \$ 0.0672 | \$ (0.0763) | \$ 1.2244 | \$ 7.0896 | \$ 0.2571 | \$ 7.3467 | \$ (0.4352) | \$ 0.9664 | \$ 7.8779 | \$ 7.8890 | \$ (0.0111) |
|---------|----------------|-----------|-----------|-----------|-------------|-----------|-----------|-----------|-----------|-------------|-----------|-----------|-----------|-------------|
| | 1/2 GALLON | \$ 2.8228 | \$ 0.1813 | \$ 0.0336 | \$ (0.0444) | \$ 0.6122 | \$ 3.6055 | \$ 0.1308 | \$ 3.7363 | \$ (0.2176) | \$ 0.4832 | \$ 4.0019 | \$ 4.0062 | \$ (0.0043) |
| | QUART | \$ 1.4114 | \$ 0.2392 | \$ 0.0168 | \$ 0.0477 | \$ 0.3061 | \$ 2.0212 | \$ 0.0733 | \$ 2.0945 | \$ (0.1088) | \$ 0.2416 | \$ 2.2273 | \$ 2.2311 | \$ (0.0038) |
| | PINT | \$ 0.7057 | \$ 0.1758 | \$ 0.0084 | \$ 0.1015 | \$ 0.1531 | \$ 1.1445 | \$ 0.0415 | \$ 1.1860 | \$ (0.0544) | \$ 0.1208 | \$ 1.2524 | \$ 1.2609 | \$ (0.0085) |
| | 12 OUNCE | \$ 0.5293 | \$ 0.0630 | \$ 0.0063 | \$ - | \$ 0.1148 | \$ 0.7134 | \$ 0.0259 | \$ 0.7393 | \$ (0.0408) | \$ 0.0906 | \$ 0.7891 | \$ 0.7911 | \$ (0.0020) |
| | 10 OUNCE | \$ 0.4411 | \$ 0.0309 | \$ 0.0053 | \$ - | \$ 0.0957 | \$ 0.5730 | \$ 0.0208 | \$ 0.5938 | \$ (0.0340) | \$ 0.0755 | \$ 0.6353 | \$ 0.6368 | \$ (0.0015) |
| | 1/2 PINT | \$ 0.3529 | \$ 0.0311 | \$ 0.0042 | \$ 0.0257 | \$ 0.0765 | \$ 0.4904 | \$ 0.0178 | \$ 0.5082 | \$ (0.0272) | \$ 0.0604 | \$ 0.5414 | \$ 0.5421 | \$ (0.0007) |
| | 4 OUNCE | \$ 0.1764 | \$ 0.0291 | \$ 0.0021 | \$ 0.0406 | \$ 0.0383 | \$ 0.2865 | \$ 0.0104 | \$ 0.2969 | \$ (0.0136) | \$ 0.0302 | \$ 0.3135 | \$ 0.3156 | \$ (0.0021) |
| | Bulk per Quart | \$ 1.4114 | \$ 0.0651 | \$ 0.0168 | \$ 0.0273 | \$ 0.3061 | \$ 1.8267 | \$ 0.0663 | \$ 1.8930 | \$ (0.1088) | \$ 0.2416 | \$ 2.0258 | \$ 2.1374 | \$ (0.1116) |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0005 per quart equivalent.

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
OCTOBER 2024 PRICES

| | A EX. 11 | B | C | D | E (A+B+C+D) | F | G (E - F) |
|--------------------------|--------------------------------|----------------------------------|----------------------|-------------------------|-----------------------------|----------------------------|------------------------|
| Container Size | Proposed Wholesale Price | Deepest Discount \$ 0.1010 | In-Store Handling | Store Profit 2.5% | Proposed Retail Price | Current Retail Price | Increase (Decrease) |
| STANDARD (WHOLE) MILK | GALLON | \$ 4.4534 | \$ (0.4040) | \$ 0.6304 | \$ 0.1200 | \$ 4.80 | \$ 4.70 \$ 0.10 |
| | 1/2 GALLON | \$ 2.2896 | \$ (0.2020) | \$ 0.4085 | \$ 0.0640 | \$ 2.56 | \$ 2.51 \$ 0.05 |
| | QUART | \$ 1.3711 | \$ (0.1010) | \$ 0.3184 | \$ 0.0407 | \$ 1.63 | \$ 1.61 \$ 0.02 |
| | PINT | \$ 0.8243 | \$ (0.0505) | \$ 0.3178 | \$ 0.0280 | \$ 1.12 | \$ 1.11 \$ 0.01 |
| | 12 OUNCE | \$ 0.4680 | \$ (0.0379) | \$ 0.2384 | \$ 0.0171 | \$ 0.69 | \$ 0.68 \$ 0.01 |
| | 10 OUNCE | \$ 0.3677 | \$ (0.0316) | \$ 0.1986 | \$ 0.0137 | \$ 0.55 | \$ 0.54 \$ 0.01 |
| | 1/2 PINT | \$ 0.3273 | \$ (0.0253) | \$ 0.1357 | \$ 0.0112 | \$ 0.45 | \$ 0.44 \$ 0.01 |
| | 4 OUNCE | \$ 0.2065 | \$ (0.0126) | \$ 0.0679 | \$ 0.0067 | \$ 0.27 | \$ 0.27 \$ - |
| | Bulk per Quart | \$ 1.1696 | \$ (0.1010) | \$ 0.3184 | \$ 0.0356 | \$ 1.42 | \$ 1.51 \$ (0.09) |
| REDUCED FAT (2%) MILK | GALLON | \$ 4.0204 | \$ (0.4040) | \$ 0.6304 | \$ 0.1089 | \$ 4.36 | \$ 4.26 \$ 0.10 |
| | 1/2 GALLON | \$ 2.0732 | \$ (0.2020) | \$ 0.4085 | \$ 0.0585 | \$ 2.34 | \$ 2.29 \$ 0.05 |
| | QUART | \$ 1.2630 | \$ (0.1010) | \$ 0.3184 | \$ 0.0380 | \$ 1.52 | \$ 1.50 \$ 0.02 |
| | PINT | \$ 0.7702 | \$ (0.0505) | \$ 0.3178 | \$ 0.0266 | \$ 1.06 | \$ 1.06 \$ - |
| | 12 OUNCE | \$ 0.4274 | \$ (0.0379) | \$ 0.2384 | \$ 0.0161 | \$ 0.64 | \$ 0.64 \$ - |
| | 10 OUNCE | \$ 0.3338 | \$ (0.0316) | \$ 0.1986 | \$ 0.0128 | \$ 0.51 | \$ 0.51 \$ - |
| | 1/2 PINT | \$ 0.3002 | \$ (0.0253) | \$ 0.1357 | \$ 0.0105 | \$ 0.42 | \$ 0.42 \$ - |
| | 4 OUNCE | \$ 0.1930 | \$ (0.0126) | \$ 0.0679 | \$ 0.0064 | \$ 0.25 | \$ 0.25 \$ - |
| | Bulk per Quart | \$ 1.0614 | \$ (0.1010) | \$ 0.3184 | \$ 0.0328 | \$ 1.31 | \$ 1.40 \$ (0.09) |
| LOW FAT (1%) MILK | GALLON | \$ 3.7167 | \$ (0.4040) | \$ 0.6304 | \$ 0.1011 | \$ 4.04 | \$ 3.95 \$ 0.09 |
| | 1/2 GALLON | \$ 1.9212 | \$ (0.2020) | \$ 0.4085 | \$ 0.0546 | \$ 2.18 | \$ 2.13 \$ 0.05 |
| | QUART | \$ 1.1870 | \$ (0.1010) | \$ 0.3184 | \$ 0.0360 | \$ 1.44 | \$ 1.42 \$ 0.02 |
| | PINT | \$ 0.7323 | \$ (0.0505) | \$ 0.3178 | \$ 0.0256 | \$ 1.03 | \$ 1.02 \$ 0.01 |
| | 12 OUNCE | \$ 0.3989 | \$ (0.0379) | \$ 0.2384 | \$ 0.0154 | \$ 0.61 | \$ 0.61 \$ - |
| | 10 OUNCE | \$ 0.3101 | \$ (0.0316) | \$ 0.1986 | \$ 0.0122 | \$ 0.49 | \$ 0.48 \$ 0.01 |
| | 1/2 PINT | \$ 0.2813 | \$ (0.0253) | \$ 0.1357 | \$ 0.0100 | \$ 0.40 | \$ 0.40 \$ - |
| | 4 OUNCE | \$ 0.1834 | \$ (0.0126) | \$ 0.0679 | \$ 0.0061 | \$ 0.24 | \$ 0.24 \$ - |
| | Bulk per Quart | \$ 0.9854 | \$ (0.1010) | \$ 0.3184 | \$ 0.0308 | \$ 1.23 | \$ 1.32 \$ (0.09) |
| NON FAT (SKIM) MILK | GALLON | \$ 3.4844 | \$ (0.4040) | \$ 0.6304 | \$ 0.0951 | \$ 3.81 | \$ 3.70 \$ 0.11 |
| | 1/2 GALLON | \$ 1.8051 | \$ (0.2020) | \$ 0.4085 | \$ 0.0516 | \$ 2.06 | \$ 2.01 \$ 0.05 |
| | QUART | \$ 1.1290 | \$ (0.1010) | \$ 0.3184 | \$ 0.0345 | \$ 1.38 | \$ 1.36 \$ 0.02 |
| | PINT | \$ 0.7032 | \$ (0.0505) | \$ 0.3178 | \$ 0.0249 | \$ 1.00 | \$ 0.99 \$ 0.01 |
| | 12 OUNCE | \$ 0.3772 | \$ (0.0379) | \$ 0.2384 | \$ 0.0148 | \$ 0.59 | \$ 0.58 \$ 0.01 |
| | 10 OUNCE | \$ 0.2920 | \$ (0.0316) | \$ 0.1986 | \$ 0.0118 | \$ 0.47 | \$ 0.46 \$ 0.01 |
| | 1/2 PINT | \$ 0.2668 | \$ (0.0253) | \$ 0.1357 | \$ 0.0097 | \$ 0.39 | \$ 0.38 \$ 0.01 |
| | 4 OUNCE | \$ 0.1762 | \$ (0.0126) | \$ 0.0679 | \$ 0.0059 | \$ 0.24 | \$ 0.24 \$ - |
| | Bulk per Quart | \$ 0.9274 | \$ (0.1010) | \$ 0.3184 | \$ 0.0294 | \$ 1.17 | \$ 1.26 \$ (0.09) |

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
OCTOBER 2024 PRICES

| | A EX. 11 | B | C | D | E (A+B+C+D) | F | G (E - F) |
|------------------------------|--------------------------------|----------------------------------|----------------------|-------------------------|-----------------------------|----------------------------|------------------------|
| Container Size | Proposed Wholesale Price | Deepest Discount \$ 0.1010 | In-Store Handling | Store Profit 2.5% | Proposed Retail Price | Current Retail Price | Increase (Decrease) |
| FLAVORED MILK | GALLON | \$ 4.8645 | \$ (0.4040) | \$ 0.6304 | \$ 0.1305 | \$ 5.22 | \$ 5.02 \$ 0.20 |
| | 1/2 GALLON | \$ 2.4951 | \$ (0.2020) | \$ 0.4085 | \$ 0.0693 | \$ 2.77 | \$ 2.67 \$ 0.10 |
| | QUART | \$ 1.4739 | \$ (0.1010) | \$ 0.3184 | \$ 0.0434 | \$ 1.73 | \$ 1.68 \$ 0.05 |
| | PINT | \$ 0.8757 | \$ (0.0505) | \$ 0.3178 | \$ 0.0293 | \$ 1.17 | \$ 1.15 \$ 0.02 |
| | 12 OUNCE | \$ 0.5066 | \$ (0.0379) | \$ 0.2384 | \$ 0.0181 | \$ 0.73 | \$ 0.71 \$ 0.02 |
| | 10 OUNCE | \$ 0.3998 | \$ (0.0316) | \$ 0.1986 | \$ 0.0145 | \$ 0.58 | \$ 0.57 \$ 0.01 |
| | 1/2 PINT | \$ 0.3530 | \$ (0.0253) | \$ 0.1357 | \$ 0.0119 | \$ 0.48 | \$ 0.46 \$ 0.02 |
| | 4 OUNCE | \$ 0.2194 | \$ (0.0126) | \$ 0.0679 | \$ 0.0070 | \$ 0.28 | \$ 0.28 \$ - |
| | Bulk per Quart | \$ 1.2724 | \$ (0.1010) | \$ 0.3184 | \$ 0.0382 | \$ 1.53 | \$ 1.59 \$ (0.06) |
| FLAVORED REDUCED FAT MILK | GALLON | \$ 4.0877 | \$ (0.4040) | \$ 0.6304 | \$ 0.1106 | \$ 4.42 | \$ 4.36 \$ 0.06 |
| | 1/2 GALLON | \$ 2.1067 | \$ (0.2020) | \$ 0.4085 | \$ 0.0593 | \$ 2.37 | \$ 2.34 \$ 0.03 |
| | QUART | \$ 1.2797 | \$ (0.1010) | \$ 0.3184 | \$ 0.0384 | \$ 1.54 | \$ 1.52 \$ 0.02 |
| | PINT | \$ 0.7786 | \$ (0.0505) | \$ 0.3178 | \$ 0.0268 | \$ 1.07 | \$ 1.07 \$ - |
| | 12 OUNCE | \$ 0.4337 | \$ (0.0379) | \$ 0.2384 | \$ 0.0163 | \$ 0.65 | \$ 0.65 \$ - |
| | 10 OUNCE | \$ 0.3391 | \$ (0.0316) | \$ 0.1986 | \$ 0.0130 | \$ 0.52 | \$ 0.51 \$ 0.01 |
| | 1/2 PINT | \$ 0.3045 | \$ (0.0253) | \$ 0.1357 | \$ 0.0106 | \$ 0.43 | \$ 0.42 \$ 0.01 |
| | 4 OUNCE | \$ 0.1950 | \$ (0.0126) | \$ 0.0679 | \$ 0.0064 | \$ 0.26 | \$ 0.26 \$ - |
| | Bulk per Quart | \$ 1.0782 | \$ (0.1010) | \$ 0.3184 | \$ 0.0332 | \$ 1.33 | \$ 1.42 \$ (0.09) |
| FLAVORED NONFAT MILK | GALLON | \$ 3.6508 | \$ (0.4040) | \$ 0.6304 | \$ 0.0994 | \$ 3.98 | \$ 3.86 \$ 0.12 |
| | 1/2 GALLON | \$ 1.8883 | \$ (0.2020) | \$ 0.4085 | \$ 0.0537 | \$ 2.15 | \$ 2.09 \$ 0.06 |
| | QUART | \$ 1.1705 | \$ (0.1010) | \$ 0.3184 | \$ 0.0356 | \$ 1.42 | \$ 1.40 \$ 0.02 |
| | PINT | \$ 0.7240 | \$ (0.0505) | \$ 0.3178 | \$ 0.0254 | \$ 1.02 | \$ 1.01 \$ 0.01 |
| | 12 OUNCE | \$ 0.3928 | \$ (0.0379) | \$ 0.2384 | \$ 0.0152 | \$ 0.61 | \$ 0.60 \$ 0.01 |
| | 10 OUNCE | \$ 0.3050 | \$ (0.0316) | \$ 0.1986 | \$ 0.0121 | \$ 0.48 | \$ 0.48 \$ - |
| | 1/2 PINT | \$ 0.2771 | \$ (0.0253) | \$ 0.1357 | \$ 0.0099 | \$ 0.40 | \$ 0.39 \$ 0.01 |
| | 4 OUNCE | \$ 0.1815 | \$ (0.0126) | \$ 0.0679 | \$ 0.0061 | \$ 0.24 | \$ 0.24 \$ - |
| | Bulk per Quart | \$ 0.9690 | \$ (0.1010) | \$ 0.3184 | \$ 0.0304 | \$ 1.22 | \$ 1.30 \$ (0.08) |
| BUTTERMILK | GALLON | \$ 4.1848 | \$ (0.4040) | \$ 0.6304 | \$ 0.1131 | \$ 4.52 | \$ 4.41 \$ 0.11 |
| | 1/2 GALLON | \$ 2.1553 | \$ (0.2020) | \$ 0.4085 | \$ 0.0606 | \$ 2.42 | \$ 2.37 \$ 0.05 |
| | QUART | \$ 1.3040 | \$ (0.1010) | \$ 0.3184 | \$ 0.0390 | \$ 1.56 | \$ 1.53 \$ 0.03 |
| | PINT | \$ 0.7908 | \$ (0.0505) | \$ 0.3178 | \$ 0.0271 | \$ 1.09 | \$ 1.08 \$ 0.01 |
| | 12 OUNCE | \$ 0.4429 | \$ (0.0379) | \$ 0.2384 | \$ 0.0165 | \$ 0.66 | \$ 0.65 \$ 0.01 |
| | 10 OUNCE | \$ 0.3467 | \$ (0.0316) | \$ 0.1986 | \$ 0.0132 | \$ 0.53 | \$ 0.52 \$ 0.01 |
| | 1/2 PINT | \$ 0.3105 | \$ (0.0253) | \$ 0.1357 | \$ 0.0108 | \$ 0.43 | \$ 0.42 \$ 0.01 |
| | 4 OUNCE | \$ 0.1982 | \$ (0.0126) | \$ 0.0679 | \$ 0.0065 | \$ 0.26 | \$ 0.26 \$ - |
| | Bulk per Quart | \$ 1.1024 | \$ (0.1010) | \$ 0.3184 | \$ 0.0338 | \$ 1.35 | \$ 1.44 \$ (0.09) |

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
OCTOBER 2024 PRICES**

| | A EX. 11 | B | C | D | E (A+B+C+D) | F | G (E - F) | |
|-------------------|--------------------------------|----------------------------------|----------------------|-------------------------|-----------------------------|----------------------------|------------------------|-----------|
| Container Size | Proposed Wholesale Price | Deepest Discount \$ 0.1010 | In-Store Handling | Store Profit 2.5% | Proposed Retail Price | Current Retail Price | Increase (Decrease) | |
| EGG NOG | GALLON | \$ 7.8779 | \$ (0.4040) | \$ 0.6304 | \$ 0.2078 | \$ 8.31 | \$ 8.32 | \$ (0.01) |
| | 1/2 GALLON | \$ 4.0019 | \$ (0.2020) | \$ 0.4085 | \$ 0.1079 | \$ 4.32 | \$ 4.32 | \$ - |
| | QUART | \$ 2.2273 | \$ (0.1010) | \$ 0.3184 | \$ 0.0627 | \$ 2.51 | \$ 2.51 | \$ - |
| | PINT | \$ 1.2524 | \$ (0.0505) | \$ 0.3178 | \$ 0.0390 | \$ 1.56 | \$ 1.57 | \$ (0.01) |
| | 12 OUNCE | \$ 0.7891 | \$ (0.0379) | \$ 0.2384 | \$ 0.0254 | \$ 1.02 | \$ 1.02 | \$ - |
| | 10 OUNCE | \$ 0.6353 | \$ (0.0316) | \$ 0.1986 | \$ 0.0206 | \$ 0.82 | \$ 0.82 | \$ - |
| | 1/2 PINT | \$ 0.5414 | \$ (0.0253) | \$ 0.1357 | \$ 0.0167 | \$ 0.67 | \$ 0.67 | \$ - |
| | 4 OUNCE | \$ 0.3135 | \$ (0.0126) | \$ 0.0679 | \$ 0.0095 | \$ 0.38 | \$ 0.38 | \$ - |
| | Bulk per Quart | \$ 2.0258 | \$ (0.1010) | \$ 0.3184 | \$ 0.0575 | \$ 2.30 | \$ 2.42 | \$ (0.12) |