

Pennsylvania Milk Board
SALES INTO PMB AREA 4 BY TYPE OF MILK
Year 2024 Data

Item (1)	All Dealers Selling into Area 4 (%)	Area 4 CRH Cross-section Dealers (2) Selling into Area 4 (%)
Standard Milk	37.90	42.49
Reduced Fat 2%	29.10	31.37
Lowfat Milk 1%	8.44	9.06
Nonfat Milk	5.15	4.06
Mixed Milk	5.03	0.68
TOTALS	85.62	87.66

Footnotes:

1.) Top 5 selling controlled milk products for Area 4 based on Year 2024 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 2024 DATA

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 7,142,284	148,200,417	\$ 0.0482
Standardization & Pasteurization	\$ 3,032,364	248,021,307	\$ 0.0122
Bottling	\$ 13,793,412	223,299,720	\$ 0.0618
Cold Room	\$ 11,614,229	230,240,707	\$ 0.0504
Delivery	\$ 14,429,896	109,879,673	\$ 0.1313
Selling	\$ 4,765,415	141,943,126	\$ 0.0336

Total Cost per Point **\$ 0.3375**

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 4

CONTAINER COSTS YEAR 2024 UNITS (@ APRIL 2025 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-2025) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 133,075	569,914	\$ 0.2335			
		Purchased	\$ 4,134,951	16,701,541	\$ 0.2476			
			\$ 4,268,026	17,271,455	\$ 0.2471	\$ 0.2432	1.14%	\$ 0.2460
1/2 GALLON	Plastic	Purchased	\$ 2,107,687	10,798,080	\$ 0.1952	\$ 0.1931	1.22%	\$ 0.1955
QUART	Plastic	Purchased	\$ 286,891	1,209,423	\$ 0.2372	\$ 0.2407	1.57%	\$ 0.2445
PINT	Plastic	Purchased	\$ 1,114,648	6,340,746	\$ 0.1758	\$ 0.1817	1.62%	\$ 0.1846
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	\$ 317,181	3,330,339	\$ 0.0952	\$ 0.0925	0.92%	\$ 0.0934
	Paper	Purchased	\$ 1,082,942	37,388,240	\$ 0.0290	\$ 0.0327	0.85%	\$ 0.0330
4 Ounce	Paper	Purchased	\$ 6,373	191,934	\$ 0.0332	\$ 0.0332	1.53%	\$ 0.0337
Bulk Per Quart		Purchased	\$ 35,238	521,512	\$ 0.0676	\$ 0.0676	1.30%	\$ 0.0685

Footnote:

1. None of the Area 4 cross-section Dealers bottled price-Controlled product in this size container during Year 2024. 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 2024 POUNDS (@ APRIL 2025 COSTS)

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 3,112	97,782,808	\$ -
Reduced Fat (2%) Milk	\$ 6,752	71,988,235	\$ 0.0001
Low Fat (1%) Milk	\$ 2,086	20,752,424	\$ 0.0001
Non Fat (Skim) Milk	\$ 22,715	8,194,313	\$ 0.0028
Flavored Milk	\$ 715,673	9,685,234	\$ 0.0739
Flavored Reduced Fat Milk	\$ 486,405	7,918,312	\$ 0.0614
Flavored NONFAT Milk	\$ 342,362	9,043,761	\$ 0.0379
Buttermilk	\$ 713	22,165	\$ 0.0322
Egg Nog	\$ 289,574	785,505	\$ 0.3686

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4

COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2024 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	11,413,031	10,722,939	n/a	\$ 3,277,042	n/a	\$ 3,277,042	\$ 1,198,244
2	Bulk MILK - diverted	15,295,622	590,730	\$ 3,223,334	\$ 3,253,881	n/a	\$ 30,547	\$ 4,109
3	Bulk MILK - transferred	1,847,990	20,801	\$ 161,066	\$ 250,337	\$ 86,343	\$ 175,614	\$ 24,598
4	Bulk MILK - TOTAL (Rows 2 + 3)	17,143,612	611,531	\$ 3,384,400	\$ 3,504,218	\$ 86,343	\$ 206,161	\$ 28,707
5	Bulk CREAM - transferred	16,386,419	7,151,504	\$ 27,089,000	\$ 24,297,962	\$ 525,203	\$ (2,265,835)	\$ (1,226,508)

		H	I	J
				(H ÷ I)
Cost/(Revenue) Factor		Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 1,198,244		
7	Bulk MILK (Profit)/Loss (Row 4)	\$ 28,707		
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (1,226,508)		
9	Total	\$ 443	274,218,476	\$ -

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**MILK COSTS BEFORE PACKAGING
OCTOBER 2025 MILK COSTS**

	Class I
Skim Rate	\$ 16.09
Butterfat Rate	\$ 2.4487

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage								
Standard (Whole) Milk	97,742,612	3,212,694	3.2869%	94,529,918	\$ 7,866,924	\$ 15,209,864	\$ 23,076,788	\$ 0.2361	\$ -	\$ -	\$ 0.2361
Reduced Fat (2%) Milk	71,851,505	1,354,609	1.8853%	70,496,896	\$ 3,317,031	\$ 11,342,951	\$ 14,659,982	\$ 0.2040	\$ 0.0001	\$ -	\$ 0.2041
Low Fat (1%) Milk	19,997,282	175,422	0.8772%	19,821,860	\$ 429,556	\$ 3,189,337	\$ 3,618,893	\$ 0.1810	\$ 0.0001	\$ -	\$ 0.1811
Non Fat (Skim) Milk	8,143,080	7,170	0.0881%	8,135,910	\$ 17,557	\$ 1,309,068	\$ 1,326,625	\$ 0.1629	\$ 0.0028	\$ -	\$ 0.1657
Flavored Milk	9,686,938	343,132	3.5422%	9,343,806	\$ 840,227	\$ 1,503,418	\$ 2,343,645	\$ 0.2419	\$ 0.0739	\$ -	\$ 0.3158
Flavored Reduced Fat Milk	7,910,148	82,655	1.0449%	7,827,493	\$ 202,397	\$ 1,259,444	\$ 1,461,841	\$ 0.1848	\$ 0.0614	\$ -	\$ 0.2462
Flavored NONFAT Milk	8,943,134	11,009	0.1231%	8,932,125	\$ 26,958	\$ 1,437,179	\$ 1,464,137	\$ 0.1637	\$ 0.0379	\$ -	\$ 0.2016
Buttermilk	22,165	222	1.0016%	21,943	\$ 544	\$ 3,531	\$ 4,075	\$ 0.1838	\$ 0.0322	\$ -	\$ 0.2160
Egg Nog	785,505	62,629	7.9731%	722,876	\$ 153,360	\$ 116,311	\$ 269,671	\$ 0.3433	\$ 0.3686	\$ -	\$ 0.7119

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4

COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2025 vs. Year 2024)

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
2025	2024	2025	2024	2025	2024	(DECREASE)

WEIGHTED LABOR COSTS	\$ 17,493,890	\$ 17,463,918	107,882,734	111,816,681	\$ 0.1622	\$ 0.1562	\$ 0.0060
WEIGHTED UTILITY COSTS	\$ 699,144	\$ 870,548	107,882,734	111,816,681	\$ 0.0065	\$ 0.0078	\$ (0.0013)
WEIGHTED INSURANCE COSTS	\$ 725,551	\$ 810,424	107,882,734	111,816,681	\$ 0.0067	\$ 0.0072	\$ (0.0005)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0042

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2024 to AUGUST 2025

1. Weighted Diesel Fuel Costs - YEAR 2024	\$ 1,648,227
2. Average On-Highway Diesel Price per Gallon - YEAR 2024 (1)	\$ 4.046
3. On-Highway Diesel Price per Gallon - AUGUST 2025 (1)	\$ 3.931
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-2.84%
5. Presumed Diesel Fuel Costs - AUGUST 2025 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,601,379</u>
6. Change in Diesel Fuel Costs from YEAR 2024 to AUGUST 2025 (Line 5 - Line 1)	\$ (46,848)
7. Weighted Delivery Points - YEAR 2024	<u>109,879,673</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ (0.0004)</u></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 BOARD

MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2024 to JUNE 2025

1. Weighted Heating Fuel Costs - YEAR 2024	\$ 218,128
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2024 (1)	\$ 9.43
3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2025 (1)	\$ 11.99
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	27.15%
5. Presumed Heating Fuel Costs - JUNE 2025 ((Line 1 X Line 4) + Line 1)	<u>\$ 277,350</u>
6. Change in Heating Fuel Costs from YEAR 2024 to JUNE 2025 (Line 5 - Line 1)	\$ 59,222
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2024	<u>248,021,307</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ 0.0002</u>

Footnote:

- 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 2024 DATA

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 4 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	17,271,455	\$ (0.08450)	\$ (0.01344)	\$ (0.0979)	\$ (1,690,875)
1/2 GALLON	10,798,080	\$ (0.00600)	\$ (0.04453)	\$ (0.0505)	\$ (545,303)
QUART	1,209,423	\$ 0.06639	\$ (0.01795)	\$ 0.0484	\$ 58,536
PINT	6,340,746	\$ 0.05625	\$ 0.05214	\$ 0.1084	\$ 687,337
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	40,718,579	\$ 0.02557	\$ 0.01034	\$ 0.0359	\$ 1,461,797
4 OUNCE	191,934	\$ 0.02142	\$ 0.01622	\$ 0.0376	\$ 7,217
Bulk per Quart	521,513	\$ 0.08002	\$ (0.03824)	\$ 0.0418	\$ 21,799
					<u>\$ 508</u>

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4

WHOLESALE PRICE BUILDUP
OCTOBER 2025 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	\$ 2.0305	\$ 0.2460	\$ 0.0204	\$ (0.0979)	\$ 1.3500	\$ 3.5490	\$ 0.1287	\$ 3.6777	\$ (0.4352)	\$ 0.9664	\$ 4.2089	\$ 4.1434	\$ 0.0655
	1/2 GALLON	\$ 1.0152	\$ 0.1955	\$ 0.0102	\$ (0.0505)	\$ 0.6750	\$ 1.8454	\$ 0.0669	\$ 1.9123	\$ (0.2176)	\$ 0.4832	\$ 2.1779	\$ 2.1402	\$ 0.0377
	QUART	\$ 0.5076	\$ 0.2445	\$ 0.0051	\$ 0.0484	\$ 0.3375	\$ 1.1431	\$ 0.0415	\$ 1.1846	\$ (0.1088)	\$ 0.2416	\$ 1.3174	\$ 1.3022	\$ 0.0152
	PINT	\$ 0.2538	\$ 0.1846	\$ 0.0026	\$ 0.1084	\$ 0.1688	\$ 0.7182	\$ 0.0261	\$ 0.7443	\$ (0.0544)	\$ 0.1208	\$ 0.8107	\$ 0.7929	\$ 0.0178
	12 OUNCE	\$ 0.1904	\$ 0.0630	\$ 0.0019	\$ -	\$ 0.1266	\$ 0.3819	\$ 0.0139	\$ 0.3958	\$ (0.0408)	\$ 0.0906	\$ 0.4456	\$ 0.4393	\$ 0.0063
	10 OUNCE	\$ 0.1586	\$ 0.0309	\$ 0.0016	\$ -	\$ 0.1055	\$ 0.2966	\$ 0.0108	\$ 0.3074	\$ (0.0340)	\$ 0.0755	\$ 0.3489	\$ 0.3438	\$ 0.0051
	1/2 PINT	\$ 0.1269	\$ 0.0330	\$ 0.0013	\$ 0.0359	\$ 0.0844	\$ 0.2815	\$ 0.0102	\$ 0.2917	\$ (0.0272)	\$ 0.0604	\$ 0.3249	\$ 0.3108	\$ 0.0141
	4 OUNCE	\$ 0.0635	\$ 0.0337	\$ 0.0006	\$ 0.0376	\$ 0.0422	\$ 0.1776	\$ 0.0064	\$ 0.1840	\$ (0.0136)	\$ 0.0302	\$ 0.2006	\$ 0.1969	\$ 0.0037
	Bulk per Quart	\$ 0.5076	\$ 0.0685	\$ 0.0051	\$ 0.0418	\$ 0.3375	\$ 0.9605	\$ 0.0348	\$ 0.9953	\$ (0.1088)	\$ 0.2416	\$ 1.1281	\$ 1.0935	\$ 0.0346
REDUCED FAT (2%) MILK	GALLON	\$ 1.7593	\$ 0.2460	\$ 0.0204	\$ (0.0979)	\$ 1.3500	\$ 3.2778	\$ 0.1189	\$ 3.3967	\$ (0.4352)	\$ 0.9664	\$ 3.9279	\$ 3.8644	\$ 0.0635
	1/2 GALLON	\$ 0.8797	\$ 0.1955	\$ 0.0102	\$ (0.0505)	\$ 0.6750	\$ 1.7099	\$ 0.0620	\$ 1.7719	\$ (0.2176)	\$ 0.4832	\$ 2.0375	\$ 2.0006	\$ 0.0369
	QUART	\$ 0.4398	\$ 0.2445	\$ 0.0051	\$ 0.0484	\$ 0.3375	\$ 1.0753	\$ 0.0390	\$ 1.1143	\$ (0.1088)	\$ 0.2416	\$ 1.2471	\$ 1.2324	\$ 0.0147
	PINT	\$ 0.2199	\$ 0.1846	\$ 0.0026	\$ 0.1084	\$ 0.1688	\$ 0.6843	\$ 0.0248	\$ 0.7091	\$ (0.0544)	\$ 0.1208	\$ 0.7755	\$ 0.7581	\$ 0.0174
	12 OUNCE	\$ 0.1649	\$ 0.0630	\$ 0.0019	\$ -	\$ 0.1266	\$ 0.3564	\$ 0.0129	\$ 0.3693	\$ (0.0408)	\$ 0.0906	\$ 0.4191	\$ 0.4132	\$ 0.0059
	10 OUNCE	\$ 0.1374	\$ 0.0309	\$ 0.0016	\$ -	\$ 0.1055	\$ 0.2754	\$ 0.0100	\$ 0.2854	\$ (0.0340)	\$ 0.0755	\$ 0.3269	\$ 0.3220	\$ 0.0049
	1/2 PINT	\$ 0.1100	\$ 0.0330	\$ 0.0013	\$ 0.0359	\$ 0.0844	\$ 0.2646	\$ 0.0096	\$ 0.2742	\$ (0.0272)	\$ 0.0604	\$ 0.3074	\$ 0.2933	\$ 0.0141
	4 OUNCE	\$ 0.0550	\$ 0.0337	\$ 0.0006	\$ 0.0376	\$ 0.0422	\$ 0.1691	\$ 0.0061	\$ 0.1752	\$ (0.0136)	\$ 0.0302	\$ 0.1918	\$ 0.1882	\$ 0.0036
	Bulk per Quart	\$ 0.4398	\$ 0.0685	\$ 0.0051	\$ 0.0418	\$ 0.3375	\$ 0.8927	\$ 0.0324	\$ 0.9251	\$ (0.1088)	\$ 0.2416	\$ 1.0579	\$ 1.0237	\$ 0.0342
LOW FAT (1%) MILK	GALLON	\$ 1.5611	\$ 0.2460	\$ 0.0204	\$ (0.0979)	\$ 1.3500	\$ 3.0796	\$ 0.1117	\$ 3.1913	\$ (0.4352)	\$ 0.9664	\$ 3.7225	\$ 3.6670	\$ 0.0555
	1/2 GALLON	\$ 0.7805	\$ 0.1955	\$ 0.0102	\$ (0.0505)	\$ 0.6750	\$ 1.6107	\$ 0.0584	\$ 1.6691	\$ (0.2176)	\$ 0.4832	\$ 1.9347	\$ 1.9020	\$ 0.0327
	QUART	\$ 0.3903	\$ 0.2445	\$ 0.0051	\$ 0.0484	\$ 0.3375	\$ 1.0258	\$ 0.0372	\$ 1.0630	\$ (0.1088)	\$ 0.2416	\$ 1.1958	\$ 1.1831	\$ 0.0127
	PINT	\$ 0.1951	\$ 0.1846	\$ 0.0026	\$ 0.1084	\$ 0.1688	\$ 0.6595	\$ 0.0239	\$ 0.6834	\$ (0.0544)	\$ 0.1208	\$ 0.7498	\$ 0.7333	\$ 0.0165
	12 OUNCE	\$ 0.1464	\$ 0.0630	\$ 0.0019	\$ -	\$ 0.1266	\$ 0.3379	\$ 0.0123	\$ 0.3502	\$ (0.0408)	\$ 0.0906	\$ 0.4000	\$ 0.3947	\$ 0.0053
	10 OUNCE	\$ 0.1220	\$ 0.0309	\$ 0.0016	\$ -	\$ 0.1055	\$ 0.2600	\$ 0.0094	\$ 0.2694	\$ (0.0340)	\$ 0.0755	\$ 0.3109	\$ 0.3066	\$ 0.0043
	1/2 PINT	\$ 0.0976	\$ 0.0330	\$ 0.0013	\$ 0.0359	\$ 0.0844	\$ 0.2522	\$ 0.0091	\$ 0.2613	\$ (0.0272)	\$ 0.0604	\$ 0.2945	\$ 0.2810	\$ 0.0135
	4 OUNCE	\$ 0.0488	\$ 0.0337	\$ 0.0006	\$ 0.0376	\$ 0.0422	\$ 0.1629	\$ 0.0059	\$ 0.1688	\$ (0.0136)	\$ 0.0302	\$ 0.1854	\$ 0.1820	\$ 0.0034
	Bulk per Quart	\$ 0.3903	\$ 0.0685	\$ 0.0051	\$ 0.0418	\$ 0.3375	\$ 0.8432	\$ 0.0306	\$ 0.8738	\$ (0.1088)	\$ 0.2416	\$ 1.0066	\$ 0.9744	\$ 0.0322
NON FAT (SKIM) MILK	GALLON	\$ 1.4300	\$ 0.2460	\$ 0.0204	\$ (0.0979)	\$ 1.3500	\$ 2.9485	\$ 0.1069	\$ 3.0554	\$ (0.4352)	\$ 0.9664	\$ 3.5866	\$ 3.5275	\$ 0.0591
	1/2 GALLON	\$ 0.7150	\$ 0.1955	\$ 0.0102	\$ (0.0505)	\$ 0.6750	\$ 1.5452	\$ 0.0560	\$ 1.6012	\$ (0.2176)	\$ 0.4832	\$ 1.8668	\$ 1.8322	\$ 0.0346
	QUART	\$ 0.3575	\$ 0.2445	\$ 0.0051	\$ 0.0484	\$ 0.3375	\$ 0.9930	\$ 0.0360	\$ 1.0290	\$ (0.1088)	\$ 0.2416	\$ 1.1618	\$ 1.1482	\$ 0.0136
	PINT	\$ 0.1787	\$ 0.1846	\$ 0.0026	\$ 0.1084	\$ 0.1688	\$ 0.6431	\$ 0.0233	\$ 0.6664	\$ (0.0544)	\$ 0.1208	\$ 0.7328	\$ 0.7159	\$ 0.0169
	12 OUNCE	\$ 0.1341	\$ 0.0630	\$ 0.0019	\$ -	\$ 0.1266	\$ 0.3256	\$ 0.0118	\$ 0.3374	\$ (0.0408)	\$ 0.0906	\$ 0.3872	\$ 0.3816	\$ 0.0056
	10 OUNCE	\$ 0.1117	\$ 0.0309	\$ 0.0016	\$ -	\$ 0.1055	\$ 0.2497	\$ 0.0091	\$ 0.2588	\$ (0.0340)	\$ 0.0755	\$ 0.3003	\$ 0.2957	\$ 0.0046
	1/2 PINT	\$ 0.0894	\$ 0.0330	\$ 0.0013	\$ 0.0359	\$ 0.0844	\$ 0.2440	\$ 0.0088	\$ 0.2528	\$ (0.0272)	\$ 0.0604	\$ 0.2860	\$ 0.2723	\$ 0.0137
	4 OUNCE	\$ 0.0447	\$ 0.0337	\$ 0.0006	\$ 0.0376	\$ 0.0422	\$ 0.1588	\$ 0.0058	\$ 0.1646	\$ (0.0136)	\$ 0.0302	\$ 0.1812	\$ 0.1776	\$ 0.0036
	Bulk per Quart	\$ 0.3575	\$ 0.0685	\$ 0.0051	\$ 0.0418	\$ 0.3375	\$ 0.8104	\$ 0.0294	\$ 0.8398	\$ (0.1088)	\$ 0.2416	\$ 0.9726	\$ 0.9395	\$ 0.0331

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4

WHOLESALE PRICE BUILDUP
OCTOBER 2025 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	\$ 2.5264	\$ 0.2460	\$ 0.0204	\$ (0.0979)	\$ 1.3500	\$ 4.0449	\$ 0.1467	\$ 4.1916	\$ (0.4352)	\$ 0.9664	\$ 4.7228	\$ 4.6564	\$ 0.0664
	1/2 GALLON	\$ 1.2632	\$ 0.1955	\$ 0.0102	\$ (0.0505)	\$ 0.6750	\$ 2.0934	\$ 0.0759	\$ 2.1693	\$ (0.2176)	\$ 0.4832	\$ 2.4349	\$ 2.3967	\$ 0.0382
	QUART	\$ 0.6316	\$ 0.2445	\$ 0.0051	\$ 0.0484	\$ 0.3375	\$ 1.2671	\$ 0.0460	\$ 1.3131	\$ (0.1088)	\$ 0.2416	\$ 1.4459	\$ 1.4304	\$ 0.0155
	PINT	\$ 0.3158	\$ 0.1846	\$ 0.0026	\$ 0.1084	\$ 0.1688	\$ 0.7802	\$ 0.0283	\$ 0.8085	\$ (0.0544)	\$ 0.1208	\$ 0.8749	\$ 0.8571	\$ 0.0178
	12 OUNCE	\$ 0.2369	\$ 0.0630	\$ 0.0019	\$ -	\$ 0.1266	\$ 0.4284	\$ 0.0155	\$ 0.4439	\$ (0.0408)	\$ 0.0906	\$ 0.4937	\$ 0.4875	\$ 0.0062
	10 OUNCE	\$ 0.1974	\$ 0.0309	\$ 0.0016	\$ -	\$ 0.1055	\$ 0.3354	\$ 0.0122	\$ 0.3476	\$ (0.0340)	\$ 0.0755	\$ 0.3891	\$ 0.3839	\$ 0.0052
	1/2 PINT	\$ 0.1579	\$ 0.0330	\$ 0.0013	\$ 0.0359	\$ 0.0844	\$ 0.3125	\$ 0.0113	\$ 0.3238	\$ (0.0272)	\$ 0.0604	\$ 0.3570	\$ 0.3428	\$ 0.0142
	4 OUNCE	\$ 0.0790	\$ 0.0337	\$ 0.0006	\$ 0.0376	\$ 0.0422	\$ 0.1931	\$ 0.0070	\$ 0.2001	\$ (0.0136)	\$ 0.0302	\$ 0.2167	\$ 0.2130	\$ 0.0037
	Bulk per Quart	\$ 0.6316	\$ 0.0685	\$ 0.0051	\$ 0.0418	\$ 0.3375	\$ 1.0845	\$ 0.0393	\$ 1.1238	\$ (0.1088)	\$ 0.2416	\$ 1.2566	\$ 1.2217	\$ 0.0349
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9696	\$ 0.2460	\$ 0.0204	\$ (0.0979)	\$ 1.3500	\$ 3.4881	\$ 0.1265	\$ 3.6146	\$ (0.4352)	\$ 0.9664	\$ 4.1458	\$ 4.1407	\$ 0.0051
	1/2 GALLON	\$ 0.9848	\$ 0.1955	\$ 0.0102	\$ (0.0505)	\$ 0.6750	\$ 1.8150	\$ 0.0658	\$ 1.8808	\$ (0.2176)	\$ 0.4832	\$ 2.1464	\$ 2.1389	\$ 0.0075
	QUART	\$ 0.4924	\$ 0.2445	\$ 0.0051	\$ 0.0484	\$ 0.3375	\$ 1.1279	\$ 0.0409	\$ 1.1688	\$ (0.1088)	\$ 0.2416	\$ 1.3016	\$ 1.3015	\$ 0.0001
	PINT	\$ 0.2462	\$ 0.1846	\$ 0.0026	\$ 0.1084	\$ 0.1688	\$ 0.7106	\$ 0.0258	\$ 0.7364	\$ (0.0544)	\$ 0.1208	\$ 0.8028	\$ 0.7926	\$ 0.0102
	12 OUNCE	\$ 0.1847	\$ 0.0630	\$ 0.0019	\$ -	\$ 0.1266	\$ 0.3762	\$ 0.0136	\$ 0.3898	\$ (0.0408)	\$ 0.0906	\$ 0.4396	\$ 0.4391	\$ 0.0005
	10 OUNCE	\$ 0.1539	\$ 0.0309	\$ 0.0016	\$ -	\$ 0.1055	\$ 0.2919	\$ 0.0106	\$ 0.3025	\$ (0.0340)	\$ 0.0755	\$ 0.3440	\$ 0.3436	\$ 0.0004
	1/2 PINT	\$ 0.1231	\$ 0.0330	\$ 0.0013	\$ 0.0359	\$ 0.0844	\$ 0.2777	\$ 0.0101	\$ 0.2878	\$ (0.0272)	\$ 0.0604	\$ 0.3210	\$ 0.3106	\$ 0.0104
	4 OUNCE	\$ 0.0616	\$ 0.0337	\$ 0.0006	\$ 0.0376	\$ 0.0422	\$ 0.1757	\$ 0.0064	\$ 0.1821	\$ (0.0136)	\$ 0.0302	\$ 0.1987	\$ 0.1968	\$ 0.0019
	Bulk per Quart	\$ 0.4924	\$ 0.0685	\$ 0.0051	\$ 0.0418	\$ 0.3375	\$ 0.9453	\$ 0.0343	\$ 0.9796	\$ (0.1088)	\$ 0.2416	\$ 1.1124	\$ 1.0928	\$ 0.0196
FLAVORED NONFAT MILK	GALLON	\$ 1.6128	\$ 0.2460	\$ 0.0204	\$ (0.0979)	\$ 1.3500	\$ 3.1313	\$ 0.1136	\$ 3.2449	\$ (0.4352)	\$ 0.9664	\$ 3.7761	\$ 3.6956	\$ 0.0805
	1/2 GALLON	\$ 0.8064	\$ 0.1955	\$ 0.0102	\$ (0.0505)	\$ 0.6750	\$ 1.6366	\$ 0.0594	\$ 1.6960	\$ (0.2176)	\$ 0.4832	\$ 1.9616	\$ 1.9163	\$ 0.0453
	QUART	\$ 0.4032	\$ 0.2445	\$ 0.0051	\$ 0.0484	\$ 0.3375	\$ 1.0387	\$ 0.0377	\$ 1.0764	\$ (0.1088)	\$ 0.2416	\$ 1.2092	\$ 1.1902	\$ 0.0190
	PINT	\$ 0.2016	\$ 0.1846	\$ 0.0026	\$ 0.1084	\$ 0.1688	\$ 0.6660	\$ 0.0242	\$ 0.6902	\$ (0.0544)	\$ 0.1208	\$ 0.7566	\$ 0.7370	\$ 0.0196
	12 OUNCE	\$ 0.1512	\$ 0.0630	\$ 0.0019	\$ -	\$ 0.1266	\$ 0.3427	\$ 0.0124	\$ 0.3551	\$ (0.0408)	\$ 0.0906	\$ 0.4049	\$ 0.3974	\$ 0.0075
	10 OUNCE	\$ 0.1260	\$ 0.0309	\$ 0.0016	\$ -	\$ 0.1055	\$ 0.2640	\$ 0.0096	\$ 0.2736	\$ (0.0340)	\$ 0.0755	\$ 0.3151	\$ 0.3088	\$ 0.0063
	1/2 PINT	\$ 0.1008	\$ 0.0330	\$ 0.0013	\$ 0.0359	\$ 0.0844	\$ 0.2554	\$ 0.0093	\$ 0.2647	\$ (0.0272)	\$ 0.0604	\$ 0.2979	\$ 0.2828	\$ 0.0151
	4 OUNCE	\$ 0.0504	\$ 0.0337	\$ 0.0006	\$ 0.0376	\$ 0.0422	\$ 0.1645	\$ 0.0060	\$ 0.1705	\$ (0.0136)	\$ 0.0302	\$ 0.1871	\$ 0.1829	\$ 0.0042
	Bulk per Quart	\$ 0.4032	\$ 0.0685	\$ 0.0051	\$ 0.0418	\$ 0.3375	\$ 0.8561	\$ 0.0310	\$ 0.8871	\$ (0.1088)	\$ 0.2416	\$ 1.0199	\$ 0.9815	\$ 0.0384
BUTTERMILK	GALLON	\$ 1.8619	\$ 0.2460	\$ 0.0204	\$ (0.0979)	\$ 1.3500	\$ 3.3804	\$ 0.1226	\$ 3.5030	\$ (0.4352)	\$ 0.9664	\$ 4.0342	\$ 4.1293	v
	1/2 GALLON	\$ 0.9310	\$ 0.1955	\$ 0.0102	\$ (0.0505)	\$ 0.6750	\$ 1.7612	\$ 0.0639	\$ 1.8251	\$ (0.2176)	\$ 0.4832	\$ 2.0907	\$ 2.1332	\$ (0.0425)
	QUART	\$ 0.4655	\$ 0.2445	\$ 0.0051	\$ 0.0484	\$ 0.3375	\$ 1.1010	\$ 0.0399	\$ 1.1409	\$ (0.1088)	\$ 0.2416	\$ 1.2737	\$ 1.2987	\$ (0.0250)
	PINT	\$ 0.2327	\$ 0.1846	\$ 0.0026	\$ 0.1084	\$ 0.1688	\$ 0.6971	\$ 0.0253	\$ 0.7224	\$ (0.0544)	\$ 0.1208	\$ 0.7888	\$ 0.7912	\$ (0.0024)
	12 OUNCE	\$ 0.1746	\$ 0.0630	\$ 0.0019	\$ -	\$ 0.1266	\$ 0.3661	\$ 0.0133	\$ 0.3794	\$ (0.0408)	\$ 0.0906	\$ 0.4292	\$ 0.4381	\$ (0.0089)
	10 OUNCE	\$ 0.1455	\$ 0.0309	\$ 0.0016	\$ -	\$ 0.1055	\$ 0.2835	\$ 0.0103	\$ 0.2938	\$ (0.0340)	\$ 0.0755	\$ 0.3353	\$ 0.3426	\$ (0.0073)
	1/2 PINT	\$ 0.1164	\$ 0.0330	\$ 0.0013	\$ 0.0359	\$ 0.0844	\$ 0.2710	\$ 0.0098	\$ 0.2808	\$ (0.0272)	\$ 0.0604	\$ 0.3140	\$ 0.3099	\$ 0.0041
	4 OUNCE	\$ 0.0582	\$ 0.0337	\$ 0.0006	\$ 0.0376	\$ 0.0422	\$ 0.1723	\$ 0.0062	\$ 0.1785	\$ (0.0136)	\$ 0.0302	\$ 0.1951	\$ 0.1965	\$ (0.0014)
	Bulk per Quart	\$ 0.4655	\$ 0.0685	\$ 0.0051	\$ 0.0418	\$ 0.3375	\$ 0.9184	\$ 0.0333	\$ 0.9517	\$ (0.1088)	\$ 0.2416	\$ 1.0845	\$ 1.0900	\$ (0.0055)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

Staff SURREBUTTAL Exhibit 11
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**WHOLESALE PRICE BUILDUP
OCTOBER 2025 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	\$ 5.6952	\$ 0.2460	\$ 0.0204	\$ (0.0979)	\$ 1.3500	\$ 7.2137	\$ 0.2616	\$ 7.4753	\$ (0.4352)	\$ 0.9664	\$ 8.0065	\$ 7.1575	\$ 0.8490
	1/2 GALLON	\$ 2.8476	\$ 0.1955	\$ 0.0102	\$ (0.0505)	\$ 0.6750	\$ 3.6778	\$ 0.1334	\$ 3.8112	\$ (0.2176)	\$ 0.4832	\$ 4.0768	\$ 3.6473	\$ 0.4295
	QUART	\$ 1.4238	\$ 0.2445	\$ 0.0051	\$ 0.0484	\$ 0.3375	\$ 2.0593	\$ 0.0747	\$ 2.1340	\$ (0.1088)	\$ 0.2416	\$ 2.2668	\$ 2.0557	\$ 0.2111
	PINT	\$ 0.7119	\$ 0.1846	\$ 0.0026	\$ 0.1084	\$ 0.1688	\$ 1.1763	\$ 0.0427	\$ 1.2190	\$ (0.0544)	\$ 0.1208	\$ 1.2854	\$ 1.1697	\$ 0.1157
	12 OUNCE	\$ 0.5339	\$ 0.0630	\$ 0.0019	\$ -	\$ 0.1266	\$ 0.7254	\$ 0.0263	\$ 0.7517	\$ (0.0408)	\$ 0.0906	\$ 0.8015	\$ 0.7219	\$ 0.0796
	10 OUNCE	\$ 0.4449	\$ 0.0309	\$ 0.0016	\$ -	\$ 0.1055	\$ 0.5829	\$ 0.0211	\$ 0.6040	\$ (0.0340)	\$ 0.0755	\$ 0.6455	\$ 0.5792	\$ 0.0663
	1/2 PINT	\$ 0.3560	\$ 0.0330	\$ 0.0013	\$ 0.0359	\$ 0.0844	\$ 0.5106	\$ 0.0185	\$ 0.5291	\$ (0.0272)	\$ 0.0604	\$ 0.5623	\$ 0.4992	\$ 0.0631
	4 OUNCE	\$ 0.1780	\$ 0.0337	\$ 0.0006	\$ 0.0376	\$ 0.0422	\$ 0.2921	\$ 0.0106	\$ 0.3027	\$ (0.0136)	\$ 0.0302	\$ 0.3193	\$ 0.2911	\$ 0.0282
	Bulk per Quart	\$ 1.4238	\$ 0.0685	\$ 0.0051	\$ 0.0418	\$ 0.3375	\$ 1.8767	\$ 0.0681	\$ 1.9448	\$ (0.1088)	\$ 0.2416	\$ 2.0776	\$ 1.8470	\$ 0.2306

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
OCTOBER 2025 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	\$ 4.2089	\$ (0.4040)	\$ 0.6487	\$ 0.1142	\$ 4.57	\$ 4.50 \$ 0.07
	1/2 GALLON	\$ 2.1779	\$ (0.2020)	\$ 0.4204	\$ 0.0614	\$ 2.46	\$ 2.42 \$ 0.04
	QUART	\$ 1.3174	\$ (0.1010)	\$ 0.3277	\$ 0.0396	\$ 1.58	\$ 1.57 \$ 0.01
	PINT	\$ 0.8107	\$ (0.0505)	\$ 0.3271	\$ 0.0279	\$ 1.12	\$ 1.10 \$ 0.02
	12 OUNCE	\$ 0.4456	\$ (0.0379)	\$ 0.2454	\$ 0.0167	\$ 0.67	\$ 0.66 \$ 0.01
	10 OUNCE	\$ 0.3489	\$ (0.0316)	\$ 0.2044	\$ 0.0134	\$ 0.54	\$ 0.53 \$ 0.01
	1/2 PINT	\$ 0.3249	\$ (0.0253)	\$ 0.1397	\$ 0.0113	\$ 0.45	\$ 0.44 \$ 0.01
	4 OUNCE	\$ 0.2006	\$ (0.0126)	\$ 0.0698	\$ 0.0066	\$ 0.26	\$ 0.26 \$ -
	Bulk per Quart	\$ 1.1281	\$ (0.1010)	\$ 0.3277	\$ 0.0347	\$ 1.39	\$ 1.35 \$ 0.04
REDUCED FAT (2%) MILK	GALLON	\$ 3.9279	\$ (0.4040)	\$ 0.6487	\$ 0.1070	\$ 4.28	\$ 4.21 \$ 0.07
	1/2 GALLON	\$ 2.0375	\$ (0.2020)	\$ 0.4204	\$ 0.0578	\$ 2.31	\$ 2.28 \$ 0.03
	QUART	\$ 1.2471	\$ (0.1010)	\$ 0.3277	\$ 0.0378	\$ 1.51	\$ 1.50 \$ 0.01
	PINT	\$ 0.7755	\$ (0.0505)	\$ 0.3271	\$ 0.0270	\$ 1.08	\$ 1.06 \$ 0.02
	12 OUNCE	\$ 0.4191	\$ (0.0379)	\$ 0.2454	\$ 0.0161	\$ 0.64	\$ 0.64 \$ -
	10 OUNCE	\$ 0.3269	\$ (0.0316)	\$ 0.2044	\$ 0.0128	\$ 0.51	\$ 0.51 \$ -
	1/2 PINT	\$ 0.3074	\$ (0.0253)	\$ 0.1397	\$ 0.0108	\$ 0.43	\$ 0.42 \$ 0.01
	4 OUNCE	\$ 0.1918	\$ (0.0126)	\$ 0.0698	\$ 0.0064	\$ 0.26	\$ 0.25 \$ 0.01
	Bulk per Quart	\$ 1.0579	\$ (0.1010)	\$ 0.3277	\$ 0.0329	\$ 1.32	\$ 1.28 \$ 0.04
LOW FAT (1%) MILK	GALLON	\$ 3.7225	\$ (0.4040)	\$ 0.6487	\$ 0.1017	\$ 4.07	\$ 4.01 \$ 0.06
	1/2 GALLON	\$ 1.9347	\$ (0.2020)	\$ 0.4204	\$ 0.0552	\$ 2.21	\$ 2.17 \$ 0.04
	QUART	\$ 1.1958	\$ (0.1010)	\$ 0.3277	\$ 0.0365	\$ 1.46	\$ 1.45 \$ 0.01
	PINT	\$ 0.7498	\$ (0.0505)	\$ 0.3271	\$ 0.0263	\$ 1.05	\$ 1.04 \$ 0.01
	12 OUNCE	\$ 0.4000	\$ (0.0379)	\$ 0.2454	\$ 0.0156	\$ 0.62	\$ 0.62 \$ -
	10 OUNCE	\$ 0.3109	\$ (0.0316)	\$ 0.2044	\$ 0.0124	\$ 0.50	\$ 0.49 \$ 0.01
	1/2 PINT	\$ 0.2945	\$ (0.0253)	\$ 0.1397	\$ 0.0105	\$ 0.42	\$ 0.41 \$ 0.01
	4 OUNCE	\$ 0.1854	\$ (0.0126)	\$ 0.0698	\$ 0.0062	\$ 0.25	\$ 0.25 \$ -
	Bulk per Quart	\$ 1.0066	\$ (0.1010)	\$ 0.3277	\$ 0.0316	\$ 1.26	\$ 1.23 \$ 0.03
NON FAT (SKIM) MILK	GALLON	\$ 3.5866	\$ (0.4040)	\$ 0.6487	\$ 0.0982	\$ 3.93	\$ 3.87 \$ 0.06
	1/2 GALLON	\$ 1.8668	\$ (0.2020)	\$ 0.4204	\$ 0.0535	\$ 2.14	\$ 2.10 \$ 0.04
	QUART	\$ 1.1618	\$ (0.1010)	\$ 0.3277	\$ 0.0356	\$ 1.42	\$ 1.41 \$ 0.01
	PINT	\$ 0.7328	\$ (0.0505)	\$ 0.3271	\$ 0.0259	\$ 1.04	\$ 1.02 \$ 0.02
	12 OUNCE	\$ 0.3872	\$ (0.0379)	\$ 0.2454	\$ 0.0152	\$ 0.61	\$ 0.60 \$ 0.01
	10 OUNCE	\$ 0.3003	\$ (0.0316)	\$ 0.2044	\$ 0.0121	\$ 0.49	\$ 0.48 \$ 0.01
	1/2 PINT	\$ 0.2860	\$ (0.0253)	\$ 0.1397	\$ 0.0103	\$ 0.41	\$ 0.40 \$ 0.01
	4 OUNCE	\$ 0.1812	\$ (0.0126)	\$ 0.0698	\$ 0.0061	\$ 0.24	\$ 0.24 \$ -
	Bulk per Quart	\$ 0.9726	\$ (0.1010)	\$ 0.3277	\$ 0.0308	\$ 1.23	\$ 1.20 \$ 0.03

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
OCTOBER 2025 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	\$ 4.7228	\$ (0.4040)	\$ 0.6487	\$ 0.1274	\$ 5.09	\$ 5.03	\$ 0.06
	1/2 GALLON	\$ 2.4349	\$ (0.2020)	\$ 0.4204	\$ 0.0680	\$ 2.72	\$ 2.68	\$ 0.04
	QUART	\$ 1.4459	\$ (0.1010)	\$ 0.3277	\$ 0.0429	\$ 1.72	\$ 1.70	\$ 0.02
	PINT	\$ 0.8749	\$ (0.0505)	\$ 0.3271	\$ 0.0295	\$ 1.18	\$ 1.16	\$ 0.02
	12 OUNCE	\$ 0.4937	\$ (0.0379)	\$ 0.2454	\$ 0.0180	\$ 0.72	\$ 0.71	\$ 0.01
	10 OUNCE	\$ 0.3891	\$ (0.0316)	\$ 0.2044	\$ 0.0144	\$ 0.58	\$ 0.57	\$ 0.01
	1/2 PINT	\$ 0.3570	\$ (0.0253)	\$ 0.1397	\$ 0.0121	\$ 0.48	\$ 0.47	\$ 0.01
	4 OUNCE	\$ 0.2167	\$ (0.0126)	\$ 0.0698	\$ 0.0070	\$ 0.28	\$ 0.28	\$ -
	Bulk per Quart	\$ 1.2566	\$ (0.1010)	\$ 0.3277	\$ 0.0380	\$ 1.52	\$ 1.49	\$ 0.03
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.1458	\$ (0.4040)	\$ 0.6487	\$ 0.1126	\$ 4.50	\$ 4.50	\$ -
	1/2 GALLON	\$ 2.1464	\$ (0.2020)	\$ 0.4204	\$ 0.0606	\$ 2.43	\$ 2.42	\$ 0.01
	QUART	\$ 1.3016	\$ (0.1010)	\$ 0.3277	\$ 0.0392	\$ 1.57	\$ 1.57	\$ -
	PINT	\$ 0.8028	\$ (0.0505)	\$ 0.3271	\$ 0.0277	\$ 1.11	\$ 1.10	\$ 0.01
	12 OUNCE	\$ 0.4396	\$ (0.0379)	\$ 0.2454	\$ 0.0166	\$ 0.66	\$ 0.66	\$ -
	10 OUNCE	\$ 0.3440	\$ (0.0316)	\$ 0.2044	\$ 0.0133	\$ 0.53	\$ 0.53	\$ -
	1/2 PINT	\$ 0.3210	\$ (0.0253)	\$ 0.1397	\$ 0.0112	\$ 0.45	\$ 0.44	\$ 0.01
	4 OUNCE	\$ 0.1987	\$ (0.0126)	\$ 0.0698	\$ 0.0066	\$ 0.26	\$ 0.26	\$ -
	Bulk per Quart	\$ 1.1124	\$ (0.1010)	\$ 0.3277	\$ 0.0343	\$ 1.37	\$ 1.35	\$ 0.02
FLAVORED NONFAT MILK	GALLON	\$ 3.7761	\$ (0.4040)	\$ 0.6487	\$ 0.1031	\$ 4.12	\$ 4.04	\$ 0.08
	1/2 GALLON	\$ 1.9616	\$ (0.2020)	\$ 0.4204	\$ 0.0559	\$ 2.24	\$ 2.19	\$ 0.05
	QUART	\$ 1.2092	\$ (0.1010)	\$ 0.3277	\$ 0.0368	\$ 1.47	\$ 1.45	\$ 0.02
	PINT	\$ 0.7566	\$ (0.0505)	\$ 0.3271	\$ 0.0265	\$ 1.06	\$ 1.04	\$ 0.02
	12 OUNCE	\$ 0.4049	\$ (0.0379)	\$ 0.2454	\$ 0.0157	\$ 0.63	\$ 0.62	\$ 0.01
	10 OUNCE	\$ 0.3151	\$ (0.0316)	\$ 0.2044	\$ 0.0125	\$ 0.50	\$ 0.49	\$ 0.01
	1/2 PINT	\$ 0.2979	\$ (0.0253)	\$ 0.1397	\$ 0.0106	\$ 0.42	\$ 0.41	\$ 0.01
	4 OUNCE	\$ 0.1871	\$ (0.0126)	\$ 0.0698	\$ 0.0063	\$ 0.25	\$ 0.25	\$ -
	Bulk per Quart	\$ 1.0199	\$ (0.1010)	\$ 0.3277	\$ 0.0320	\$ 1.28	\$ 1.24	\$ 0.04
BUTTERMILK	GALLON	\$ 4.0342	\$ (0.4040)	\$ 0.6487	\$ 0.1097	\$ 4.39	\$ 4.49	\$ (0.10)
	1/2 GALLON	\$ 2.0907	\$ (0.2020)	\$ 0.4204	\$ 0.0592	\$ 2.37	\$ 2.41	\$ (0.04)
	QUART	\$ 1.2737	\$ (0.1010)	\$ 0.3277	\$ 0.0385	\$ 1.54	\$ 1.56	\$ (0.02)
	PINT	\$ 0.7888	\$ (0.0505)	\$ 0.3271	\$ 0.0273	\$ 1.09	\$ 1.10	\$ (0.01)
	12 OUNCE	\$ 0.4292	\$ (0.0379)	\$ 0.2454	\$ 0.0163	\$ 0.65	\$ 0.66	\$ (0.01)
	10 OUNCE	\$ 0.3353	\$ (0.0316)	\$ 0.2044	\$ 0.0130	\$ 0.52	\$ 0.53	\$ (0.01)
	1/2 PINT	\$ 0.3140	\$ (0.0253)	\$ 0.1397	\$ 0.0110	\$ 0.44	\$ 0.44	\$ -
	4 OUNCE	\$ 0.1951	\$ (0.0126)	\$ 0.0698	\$ 0.0065	\$ 0.26	\$ 0.26	\$ -
	Bulk per Quart	\$ 1.0845	\$ (0.1010)	\$ 0.3277	\$ 0.0336	\$ 1.34	\$ 1.35	\$ (0.01)

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
OCTOBER 2025 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	\$ 8.0065	\$ (0.4040)	\$ 0.6487	\$ 0.2116	\$ 8.46	\$ 7.59	\$ 0.87
	1/2 GALLON	\$ 4.0768	\$ (0.2020)	\$ 0.4204	\$ 0.1101	\$ 4.41	\$ 3.96	\$ 0.45
	QUART	\$ 2.2668	\$ (0.1010)	\$ 0.3277	\$ 0.0639	\$ 2.56	\$ 2.34	\$ 0.22
	PINT	\$ 1.2854	\$ (0.0505)	\$ 0.3271	\$ 0.0401	\$ 1.60	\$ 1.48	\$ 0.12
	12 OUNCE	\$ 0.8015	\$ (0.0379)	\$ 0.2454	\$ 0.0259	\$ 1.03	\$ 0.95	\$ 0.08
	10 OUNCE	\$ 0.6455	\$ (0.0316)	\$ 0.2044	\$ 0.0210	\$ 0.84	\$ 0.77	\$ 0.07
	1/2 PINT	\$ 0.5623	\$ (0.0253)	\$ 0.1397	\$ 0.0174	\$ 0.69	\$ 0.63	\$ 0.06
	4 OUNCE	\$ 0.3193	\$ (0.0126)	\$ 0.0698	\$ 0.0097	\$ 0.39	\$ 0.36	\$ 0.03
	Bulk per Quart	\$ 2.0776	\$ (0.1010)	\$ 0.3277	\$ 0.0591	\$ 2.36	\$ 2.13	\$ 0.23

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 4

Comparison of Wholesale Price (Proposed Order versus Existing Order) Reduced Fat (2%) Milk - GALLON (GAL) October 2025

		Cost per Proposed Order	Cost per Existing Order	Variance per GAL
BUTTERFAT TEST (%)		1.8853%	1.8926%	-0.0073%
RAW MILK Cost	per Pound	\$ 0.20400	\$ 0.2042	\$ (0.0017)
INGREDIENT Cost	per Pound	\$ 0.0001	\$ 0.0001	\$ -
BULK SALE (PROFIT)/LOSS Cost	per Pound	\$ -	\$ 0.0016	\$ (0.0138)
TOTAL MILK Cost	per Pound	\$ 0.2041	\$ 0.2059	
	<i>LBs per GAL</i>	8.62	8.62	
TOTAL MILK Cost	per GAL	\$ 1.7593	\$ 1.7749	\$ (0.0156)
CONTAINER Cost	per UNIT	\$ 0.2460	\$ 0.2235	\$ 0.0225
COST UPDATE Adjustment	per POINT	\$ 0.0042	\$ 0.0187	\$ (0.0580)
DIESEL Adjustment	per POINT	\$ (0.0004)	\$ (0.0024)	\$ 0.0080
HEATING Adjustment	per POINT	\$ 0.0002	\$ 0.0001	\$ 0.0004
DISC EFFECT Adjustment	per POINT	\$ 0.0011	\$ 0.0011	\$ -
TOTAL Adjustments	per POINT	\$ 0.0051	\$ 0.0175	
	<i>POINTS per GAL</i>	4	4	
TOTAL Adjustments	per GAL	\$ 0.0204	\$ 0.0700	\$ (0.0496)
CONTAINER EFFICIENCY Adjustment	per GAL	\$ (0.0979)	\$ (0.0763)	\$ (0.0216)
PROCESSING Cost	per GAL	\$ 1.3500	\$ 1.2244	\$ 0.1256
AVERAGE DELIVERED Cost	per GAL	\$ 3.2778	\$ 3.2165	
PROFIT @	3.50%	\$ 0.1189	\$ 0.1167	\$ 0.0022
PRICE with PROFIT	per GAL	\$ 3.3967	\$ 3.3332	
Less: AVERAGE DELIVERY	per GAL	\$ (0.4352)	\$ (0.4352)	\$ -
Plus: HIGH COST DELIVERY	per GAL	\$ 0.9664	\$ 0.9664	\$ -
WHOLESALE PRICE	per GAL	\$ 3.9279	\$ 3.8644	\$ 0.0635
		<i>Proposed</i>	<i>Existing</i>	<i>Variance</i>

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 4

Comparison of Wholesale Price (Proposed Order versus Existing Order) Flavored Reduced Fat Milk - 1/2 PINT (HP) October 2025

		Cost per Proposed Order	Cost per Existing Order	VARIANCE per HP
BUTTERFAT TEST (%)		1.0449%	1.0958%	-0.0509%
RAW MILK Cost	per Pound	\$ 0.1848	\$ 0.1860	\$ (0.0006)
INGREDIENT Cost	per Pound	\$ 0.0614	\$ 0.0676	\$ (0.0031)
BULK SALE (PROFIT)/LOSS Cost	per Pound	\$ -	\$ 0.0016	\$ (0.0008)
TOTAL MILK Cost	per Pound	\$ 0.2462	\$ 0.2552	
	<i>Lbs per HP</i>	0.5	0.5	
TOTAL MILK Cost	per HP	\$ 0.1231	\$ 0.1276	\$ (0.0045)
CONTAINER Cost	per UNIT	\$ 0.0330	\$ 0.0335	\$ (0.0005)
COST UPDATE Adjustment	per POINT	\$ 0.0042	\$ 0.0187	\$ (0.0036)
DIESEL Adjustment	per POINT	\$ (0.0004)	\$ (0.0024)	\$ 0.0005
HEATING Adjustment	per POINT	\$ 0.0002	\$ 0.0001	\$ 0.0000
DISC EFFECT Adjustment	per POINT	\$ 0.0011	\$ 0.0011	\$ -
TOTAL Adjustments	per POINT	\$ 0.0051	\$ 0.0175	
	POINTS per HP	0.25	0.25	
TOTAL Adjustments	per HP	\$ 0.0013	\$ 0.0044	\$ (0.0031)
CONTAINER EFFICIENCY Adjustment	per HP	\$ 0.0359	\$ 0.0257	\$ 0.0102
PROCESSING Cost	per HP	\$ 0.0844	\$ 0.0765	\$ 0.0079
AVERAGE DELIVERED Cost	per HP	\$ 0.2777	\$ 0.2677	
PROFIT @	3.50%	\$ 0.0101	\$ 0.0097	\$ 0.0004
PRICE with PROFIT	per HP	\$ 0.2878	\$ 0.2774	
Less: AVERAGE DELIVERY	per HP	\$ (0.0272)	\$ (0.0272)	\$ -
Plus: HIGH COST DELIVERY	per HP	\$ 0.0604	\$ 0.0604	\$ -
WHOLESALE PRICE	per HP	\$ 0.3210	\$ 0.3106	\$ 0.0104
		<i>Proposed</i>	<i>Announced</i>	<i>Variance</i>