



## Weekly Nonfat Dry Milk Sales Report

The Dairy Marketing Branch collects weekly information on nonfat dry milk (NFDM) sales and prices in order to compute the weekly “sales quantity” weighted average NFDM price for California. Prices are collected for the seven-day period Saturday through Friday of each week. This calculated price, as well as the weekly total NFDM sales volume will be forwarded to the Federal Market News Service for publication in the *Dairy Market News*.

**Report Due Date:** The Weekly Nonfat Dry Milk Sales Reports and Detailed Summary Data (see instructions on back page for items to include) are due to the Dairy Marketing Branch no later than 10:00 a.m. on the Tuesday following the seven-day (Saturday-Friday) period of this Report.

**Instructions:** Please note the following instructions (and those on the reverse side) for completing this sales report. Should you have any questions, please contact the Dairy Marketing Branch at (916) 900-5014. Your timely cooperation in supplying this information is greatly appreciated.

**Reporting of NFDM:**

- Report all sales of USDA Extra Grade, Grade A, vitamin-fortified, and rBST-free nonfat dry milk (exclusions noted below)
- Reported sales shall include all container sizes and all sales regardless of volume or length of storage
- The sales transaction is considered completed when the nonfat dry milk is “shipped” and title transfer occurs
- Prices are F.O.B. processing plant/storage center

**Included in the Sales Report:**

- Nonfat dry milk for human consumption, using low, medium, and high heat
- Purchases under federal programs
- Total volume sold, total dollars received, and price per pound
- Fixed price contract sales within 150 days from first “shipment” date
- All indexed contract sales
- Energy surcharges

**Excluded in the Sales Report:**

- Sales of Organic nonfat dry milk
- Sales of skim milk, whole milk, dry buttermilk, instant nonfat dry milk powders, and dry whey products
- Intra-company sales and re-sales of purchased nonfat dry milk
- Transportation charges, clearing charges and broker fees

<b>Sales Period Covered:</b> Saturday _____ through Friday _____			
All NFDM Sales			
Company Name	Pounds of NFDM	Total Dollars Received	Dollars Per Pound
	Lbs.	\$	\$ /per pound

I hereby certify that the above report, to the best of my knowledge and belief, is correct.

Signature \_\_\_\_\_ Print Name \_\_\_\_\_

Title \_\_\_\_\_ Phone \_\_\_\_\_ Email \_\_\_\_\_

## REPORTING INSTRUCTIONS (Weekly Report)

This report is for disclosing sales of Extra Grade, Grade A, vitamin-fortified, and rBST-free nonfat dry milk only, sold for human consumption, regardless of length of storage, container size, or sales volume. Do not include any other type of powdered milk, such as organic, instant NFDM, skim and whole milk powders, and dry whey products. The selling price of NFDM will include any container costs.

**Period Covered:** The weekly time frame of Saturday through Friday of any given week will be the basis for determining the amounts of reported nonfat dry milk product and sales. Include only the sales shipped during that specific time frame when reporting.

### **Completing the Volume/Sales Section:**

**Company Name:** Indicate company name.

### **All Sales:**

**Pounds of NFDM:** Total the pounds of NFDM sold. Do not include:

- Sales or transfers to other plants in the same company or cooperative association (intra-company sales);
- Sales of organic, skim and whole milk powder, dry buttermilk powder, instant NFDM, and dry whey products;
- Re-sales of purchased NFDM.

**Total Dollars Received:** Total the dollars of sales for the week in question including energy surcharges (arms-length transaction).

**Exclude:** Transportation, clearing charges and broker fees from total dollars received. If the processing plant delivers product in their own trucks and the plant cannot separate their delivery cost from their delivered price to achieve an F.O.B. plant price, then this sale shall not be reported.

**Credits:** Credits for sales are to be included in the weekly report only if the original sale was in the same week as the credit week. Other credits for prior week sales are not to be included.

### **Detailed Summary Data:**

Please include the following:

Invoice Date and Invoice Number  
Shipping Date  
Customer Name  
Plant Producing the NFDM  
Product Type  
Actual Pounds/Quantity  
Unit Price  
Broker Fees  
Energy Surcharges  
Total Dollar Amount  
Identify Fixed Price Sales