



Monthly Nonfat Dry Milk Sales Report

The Dairy Marketing Branch collects information on nonfat dry milk (NFDM) sales and prices in order to compute the monthly “sales quantity” weighted average NFDM price for California which is used in computing minimum prices to be paid for Class 1, 2, 3, and 4a solids not fat in California.

Report Due Date: The Monthly 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 last business day of the month.

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

Sales Period Covered: _____ through _____			
Total 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 (Monthly 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 monthly time frame beginning on the 26th of one month and concluding on the 25th of the next month 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 Other 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 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 monthly 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