

Attachment B. National Dairy Products Sales Reporting Criteria

The reporting specifications for the National Dairy Products Sales Report can be found in 7 CFR 1170, revised as of January 1, 2015.

Terms and definitions: Participating manufacturers complete the weekly questionnaires using definitions from the program regulations (7 CFR 1170), instructions provided during the Annual Validation Interview, and reporting specifications listed on the questionnaire.

The sales information included in the National Dairy Products Sales Report is collected for all qualifying manufacturers of the following products:

- Salted butter (80% butterfat), fresh or storage, in 25 kilogram and 68 pound boxes meeting USDA Grade AA standards.
- Cheddar cheese in 40 pound blocks, colored between 6 and 8 on the National Cheese Institute color chart, meeting Wisconsin State Brand, USDA Grade A, or better standards, between 4 and 30 days old.
- Cheddar cheese in 500 pound barrels, white, meeting Wisconsin State Brand, USDA Extra Grade, or better standards, between 4 and 30 days old.
- Edible non-hygroscopic dry whey in 25 kilogram bags, 50 pound bags, totes, and tankers meeting USDA Extra Grade standards, less than 180 days old.
- Non-fortified, nonfat dry milk in 25 kilogram bags, 50 pound bags, totes, and tankers meeting USDA Extra Grade or USPH Grade A standards, less than 180 days old.

All manufacturers must report:

- Product with 1,000,000 pounds or more of reportable sales (annually);
- Prices FOB plant or storage facility; and
- Complete transactions (i.e., product shipped and title transferred).

Exclusions:

- Forward pricing sales (30-day limit);
- Intra-company sales;
- Resales;
- Organic sales;
- Faith-based supervision sales;
- Dairy Export Incentive Program (DEIP) or other premium assisted sales;
- Cheddar cheese in 40 pound blocks intended to be aged;
- Cheddar cheese in 500 pound barrels with a moisture content greater than 37.7%;
- Grade A dry whey;
- Unsalted and Grade A butter; and
- High heat and instant nonfat dry milk.

Prices are due Tuesday at noon local time of the reporting plant and include all qualifying sales for the prior week, beginning at 12 a.m. Sunday and ending at 12 midnight of the previous Saturday, local time of the plant or storage facility where the sales are made. If a Federal holiday falls on a Monday or Tuesday, the reports are due Wednesday at noon local time of the reporting plant.