



# DAIRY PRODUCT SALES SURVEY

## Annual Validation Worksheet



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USDA AMS collects weekly information on the sales of dairy products such as cheddar cheese to be published in the Dairy Products Sales Release. The information you provide is important to establish U.S. dairy product prices used in setting minimum class prices under the Federal Milk Order program. An accurate response to this survey is **mandatory** and subject to verification by the AMS under **Public Law No. 106-532**. This law specifically protects the confidentiality of your report from public disclosure except as directed by the US Secretary of Agriculture or the US Attorney General for enforcement purposes to ensure compliance with the Dairy Product Mandatory Reporting program.

### Office Use

	CC40	CC500	NFDM	Butter	Dry Whey	Multi-Plant	Grade	Size	Intra	Organic	Faith
Current Reporter	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Potential DPP Reporter	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other Specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**This worksheet should be completed by an AMS representative with the individual who completes the weekly reports.** **Yes**    **No**

1. **Does this operation work with other locations producing or marketing Dairy Products?**  
 [Interviewer Note: If yes, complete the Supplement. If no, continue.].....
2. **Does this firm sell one million pounds of:**
  - a. **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?  
 [Interviewer Note: If yes, complete Section 1a and 1b]. .....
  - b. **Cheddar cheese in 500 pound barrels**, white, meeting Wisconsin State Brand, USDA Extra Grade, or better standards? [Interviewer Note: If yes, complete Section 1a and 1c]. ..
  - c. **Salted butter (80% butterfat)**, fresh or storage, in 25 kilogram and 68 pound boxes meeting USDA Grade AA standards? [Interviewer Note: If yes, complete Section 2]. .....
  - d. **Non-fortified, nonfat dry milk** in 25 kilogram bags, 50 pound bags, totes, and tankers meeting USDA Extra Grade or USPH Grade A standards?  
 [Interviewer Note: If yes, complete Section 3]. .....
  - e. **Edible non-hygroscopic dry whey** in 25 kilogram bags, 50 pound bags, totes, and tankers meeting USDA Extra Grade standards? [Interviewer Note: If yes, complete Section 4]. .....

3. If all of the above are checked "No", please explain:  
 \_\_\_\_\_  
 \_\_\_\_\_

**Interviewer Note:** If all parts of Question 2 are "no", skip to Back Page. If any are checked "yes" complete all applicable commodity sections.

**Section 1a – All Cheddar Cheese Sales**

**1. When reporting weekly Cheddar Cheese sales data to AMS, did you or can you:**

*[Interviewer Note: Insert correct column heading {Based on OFFICE USE BOX}, also if Column 1 is "No" ask Column 2]*

- a. report price as **f.o.b. plant** if the product is "shipped out" from a plant? .....
- b. report price as **f.o.b. storage facility** if the product is "shipped out" from a storage facility?.....
- c. report only **complete transactions**, i.e. cheddar cheese is "shipped out" and title transfer occurs?.....
- d. report only sales of cheddar cheese **4 to 30** days in age?.....
- e. report prices without deduction for **brokerage fees** paid by the manufacturer?.....
- f. report prices without deduction for **clearing charges** paid by the manufacturer?.....
- g. include **CCC purchases**?.....
- h. include sales of products labeled or contracted as sourced from cows not treated with **recombinant bovine somatotropin (rBST)**?.....
- i. exclude **forward pricing sales**: sales in which the selling price is established (and not adjusted) 30 or more days before the transaction is completed?.....
- j. exclude **intra-company** sales of cheddar cheese?.....
- k. exclude **re-sales** of purchased cheddar cheese?.....
- l. exclude cheddar cheese **certified as organic** by a USDA-accredited certifying agent?.....
- m. exclude sales of cheddar cheese produced under **faith-based close supervision and marketed** at a higher price than the manufacturer's wholesale market price for the basic commodity (for example, kosher cheddar cheese produced with a rabbi on site who is actively involved in the supervision of the production process)?.....
- n. exclude sales under the **Dairy Export Incentive Program (DEIP)** or other premium assisted sales (for example: export assistance sales through the Cooperatives Working Together (CWT) program)?.....

OFFICE USE BOX				
	Cur. Reporter		New Reporter	
	<input type="checkbox"/>		<input type="checkbox"/>	
	Did you		Can you	
	Yes	No	Yes	No
N/A				
a.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
j.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
k.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
l.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
m.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
n.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2. If any of the above are checked "No", please explain:

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**Section 1b – Cheddar Cheese 40 Pound Block Sales**

**1. When reporting weekly sales data for Cheddar Cheese in 40 Pound blocks to AMS, did you or can you:**

*[Interviewer Note: Insert correct column heading {Based on OFFICE USE BOX}, also if Column 1 is "No" ask Column 2]*

- a. report only cheese **colored between 6 and 8** on the National Cheese institute color chart? .....
- b. report only cheese meeting **Wisconsin State Brand, USDA Grade A, or better** standards? .....
- c. report **price reflecting packaging costs** for cheese wrapped in a sealed, airtight package in corrugated or solid fiberboard container with a reinforcing inner liner or sleeve (excluding all other packaging cost from the reported price)? .....
- d. exclude all cheese that will be **aged**? .....

N/A

OFFICE USE BOX				
Cur. Reporter	New Reporter			
<input type="checkbox"/>	<input type="checkbox"/>			
Did you	Can you			
Yes No	Yes	No	Yes	No
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2. If any of the above are checked "No", please explain:

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**Section 1c – Cheddar Cheese 500 Pound Barrel Sales**

**1. When reporting weekly sales data for Cheddar Cheese in 500 Pound barrels to AMS, did you or can you:**

*[Interviewer Note: Insert correct column heading {Based on OFFICE USE BOX}, also if Column 1 is "No" ask Column 2]*

- a. report only **white** cheese? .....
- b. report only cheese meeting **Wisconsin State Brand, USDA Extra Grade, or better** standards? .....
- c. report the **moisture content** of the cheddar cheese? .....
- d. exclude **all packaging costs** from reported price? .....
- e. exclude all cheese with a **moisture content greater than 37.7%**? .....

N/A

OFFICE USE BOX				
Cur. Reporter	New Reporter			
<input type="checkbox"/>	<input type="checkbox"/>			
Did you	Can you			
Yes No	Yes	No	Yes	No
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2. If any of the above are checked "No", please explain:

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## Section 2 – Butter Sales

### 1. When reporting weekly Butter sales data to AMS, did you or can you:

[Interviewer Note: Insert correct column heading {Based on OFFICE USE BOX}, also if Column 1 is “No” ask Column 2]

- a. report only **salted butter with butterfat of 80%** in 25 kilogram bags and 68 pound boxes?.....
- b. report all **fresh or storage butter** sales meeting the other reporting specifications?.....
- c. report only butter meeting **USDA Grade AA** standards? .....
- d. report price as **f.o.b. plant** if the product is “shipped out” from a plant?.....
- e. report price as **f.o.b. storage facility** if the product is “shipped out” from the storage facility?.....
- f. report only **complete transactions**, i.e. butter is “shipped out” and title transfer occurs?.....
- g. report prices without deduction for **brokerage fees** paid by the manufacturer?.....
- h. report prices without deduction for **clearing charges** paid by the manufacturer?.....
- i. include **CCC purchases**?.....
- j. include sales of products labeled or contracted as sourced from cows not treated with **recombinant bovine somatotropin (rBST)**?.....
- k. exclude **forward pricing sales**: sales in which the selling price is established (and not adjusted) 30 or more days before the transaction is completed?.....
- l. exclude **intra-company** sales of butter?.....
- m. exclude **re-sales** of purchased butter?.....
- n. exclude butter **certified as organic** by a USDA-accredited certifying agent? .....
- o. exclude sales of butter produced **under faith-based close supervision and marketed** at a higher price than the manufacturer’s wholesale market price for the basic commodity (for example, kosher butter produced with a rabbi on site who is actively involved in the supervision of the production process)?.....
- p. exclude sales under the **Dairy Export Incentive Program (DEIP)** or other premium assisted sales (for example: export assistance sales through the Cooperatives Working Together (CWT) program)?.....
- q. exclude all sales of **unsalted** butter?.....
- r. exclude all sales of **Grade A** butter?.....

OFFICE USE BOX				
	Cur. Reporter <input type="checkbox"/>		New Reporter <input type="checkbox"/>	
	Did you		Can you	
	Yes	No	Yes	No
N/A				
a.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
j.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
k.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
l.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
m.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
n.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
o.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
p.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
q.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
r.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2. If any of the above are checked “No”, please explain:

**Section 3 – Nonfat Dry Milk Sales**

**1. When reporting weekly Nonfat Dry Milk sales data to AMS, did you or can you:**

*[Interviewer Note: Insert correct column heading {Based on OFFICE USE BOX}, also if Column 1 is “No” ask Column 2]*

- a. report only **non-fortified, nonfat dry milk** in 25 kilogram bags, 50 pound bags, totes, and tankers?.....  N/A
- b. report only nonfat dry milk meeting **USDA Extra Grade** or **USPH Grade A** standards?.....
- c. report price as **f.o.b. plant** if the product is “shipped out” from a plant?....
- d. report price as **f.o.b. storage facility** if the product is “shipped out” from the storage facility? ..
- e. report only **complete transactions**, i.e. nonfat dry milk is “shipped out” and title transfer occurs?.....
- f. report only nonfat dry milk manufactured using **low or medium** heat process?.....
- g. report prices without deduction for **brokerage fees** paid by the manufacturer?.....
- h. report prices without deduction for **clearing charges** paid by the manufacturer?.....
- i. include **CCC purchases**?.....
- j. include sales of products labeled or contracted as sourced from cows not treated with **recombinant bovine somatotropin (rBST)**?.....
- k. exclude **forward pricing sales**: sales in which the selling price is established (and not adjusted) 30 or more days before the transaction is completed?.....
- l. exclude **intra-company** sales of nonfat dry milk?.....
- m. exclude **re-sales** of purchased nonfat dry milk?.....
- n. exclude nonfat dry milk **certified as organic** by a USDA-accredited certifying agent? .....
- o. exclude sales of nonfat dry milk produced **under faith-based close supervision and marketed** at a higher price than the manufacturer’s wholesale market price for the basic commodity (for example, kosher nonfat dry milk produced with a rabbi on site who is actively involved in the supervision of the production process)?.....
- p. exclude all sales of nonfat dry milk **using high heat process**?.....
- q. exclude sales under the **Dairy Export Incentive Program (DEIP)** or other premium assisted sales (for example: export assistance sales through the Cooperatives Working Together (CWT) program)?.....
- r. exclude all sales of nonfat dry milk more than **180 days old**?.....
- s. exclude all sales of **instant** nonfat dry milk?.....
- t. exclude all sales of **dry buttermilk** products?.....

2. If any of the above are checked “No”, please explain:

OFFICE USE BOX			
Cur. Reporter		New Reporter	
<input type="checkbox"/>		<input type="checkbox"/>	
Did you		Can you	
Yes	No	Yes	No
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Section 4 – Dry Whey Sales

### 1. When reporting weekly Dry Whey sales data to AMS, did you or can you:

[Interviewer Note: Insert correct column heading {Based on OFFICE USE BOX}, also if Column 1 is "No" ask Column 2]

- a. report only **edible non-hygroscopic dry whey** in 25 kilogram bags, 50 pound bags, totes, and tankers?.....
- b. report only dry whey meeting **USDA Extra Grade** standards?.....
- c. report price as **f.o.b. plant** if the product is "shipped out" from a plant?.....
- d. report price as **f.o.b. storage facility** if the product is "shipped out" from the storage facility?.....
- e. report only **complete transactions**, i.e. dry whey is "shipped out" and title transfer occurs?.....
- f. report prices without deduction for **brokerage fees** paid by the manufacturer?.....
- g. report prices without deduction for **clearing charges** paid by the manufacturer?.....
- h. include sales of products labeled or contracted as sourced from cows not treated with **recombinant bovine somatotropin (rBST)**?.....
- i. exclude **forward pricing sales**: sales in which the selling price is established (and not adjusted) 30 or more days before the transaction is completed?.....
- j. exclude **intra-company** sales of dry whey?.....
- k. exclude **re-sales** of purchased dry whey?.....
- l. exclude dry whey **certified as organic** by a USDA-accredited certifying agent?.....
- m. exclude sales of dry whey produced **under faith-based close supervision and marketed** at a higher price than the manufacturer's wholesale market price for the basic commodity (for example, kosher dry whey produced with a rabbi on site who is actively involved in the supervision of the production process)?.....
- n. exclude **premium assisted** sales (for example: seller receives additional monetary value above sale price from a third party (i.e. government or private entity) for the export of dairy products based on criteria defined by the third party)?.....
- o. exclude all sales of dry whey more than **180 days old**?.....
- p. exclude all **Grade A** dry whey?.....

N/A

OFFICE USE BOX				
Cur. Reporter	New Reporter			
<input type="checkbox"/>	<input type="checkbox"/>			
Did you		Can you		
Yes	No	Yes	No	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2. If any of the above are checked "No", please explain:

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**Section 5 – Other Information**

**Yes    No**

**1. Does another firm report any Dairy Products Price data for this operation?**

If yes, who and what products? *[Interviewer Note: If no, skip to Question 2].*.....

  

a. If yes, does this plant have production sales not included in data submitted through your reporting firm (i.e. cheese is reported through another firm but your plant also makes and sells dry whey **OR** your plant has additional cheese walk-in or spot cash sales outside the information reported by the firm listed)? ..

  

b. If yes, what products? *[Interviewer Note: If no, skip to Question 2]*

**2. Does this operation make day-to-day marketing decisions for more than one plant?**

*If yes, please identify all plants, in the Multiple Plant List (page 8), to be included with this firm's information before continuing to Question 3. If no, (and the supplement was completed), please determine the location and contact information to complete the required Annual Validation.* .....

  

**Interviewer Note:** If plant qualifies, inform respondents the weekly responsibilities and collect contact information.

**3. Who is the primary contact at your operation for completing the Dairy Products Prices surveys?**

Name: \_\_\_\_\_ Position: \_\_\_\_\_

Telephone: (    ) \_\_\_\_\_ Email: \_\_\_\_\_

**4. Who is the secondary contact at your operation for completing the Dairy Products Prices survey?**

Name: \_\_\_\_\_ Position: \_\_\_\_\_

Telephone: (    ) \_\_\_\_\_ Email: \_\_\_\_\_

**Multiple Plants List Table:** [Interviewer Note: List Plant Name, Location, and Dairy Products reported for all company locations.]

Office Use		Plant Name	Location	Products Reported	Report Type
Reporting ID	Plant ID				

5. Do you understand the instructions and requirements of the Dairy Product Prices Mandatory program? ..... Yes  No
6. Do you need any additional explanation of any definition, question, or issues discussed in the Annual Validation Worksheet?  
 If yes, review all sections the respondent would like additional clarification..... Yes  No

**General Survey Comments:**

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OFFICE USE					
	Cheddar Cheese 40	Cheddar Cheese 500	Butter	NFDM	Dry Whey
Weekly Reporter					
Interviewer Name					

Respondent Name: \_\_\_\_\_ Phone: (    ) \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_