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*Farm Service Agency*

## **Dairy Procurements**

# **American Dairy Products Institute**

**Sandra Wood**

**Acting Deputy Administrator For  
Commodity Operations**

**Farm Service Agency  
U. S. Department of Agriculture**

**Annual Meeting  
Chicago, IL  
April 28, 2009**

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# Commodity Operations Structure

**Deputy Administrator**  
**Vacant**  
**Assistant Deputy Administrator**  
**Sandra Wood**

**Commodity Operations Division**  
**Director**

**Steve Gill**  
(22 Employees)

**Kansas City Commodity Office Division**  
**Director**

**Steve Sanders**  
(250 Employees)

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## COMMODITY OPERATIONS FY 2009 OBJECTIVE - UPDATES - AND GOALS

**“...dedicated to achieving an economically and environmentally sound future for American Agriculture. “**



**Moving  
Out  
The  
Milk!**

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## Dairy Procurements

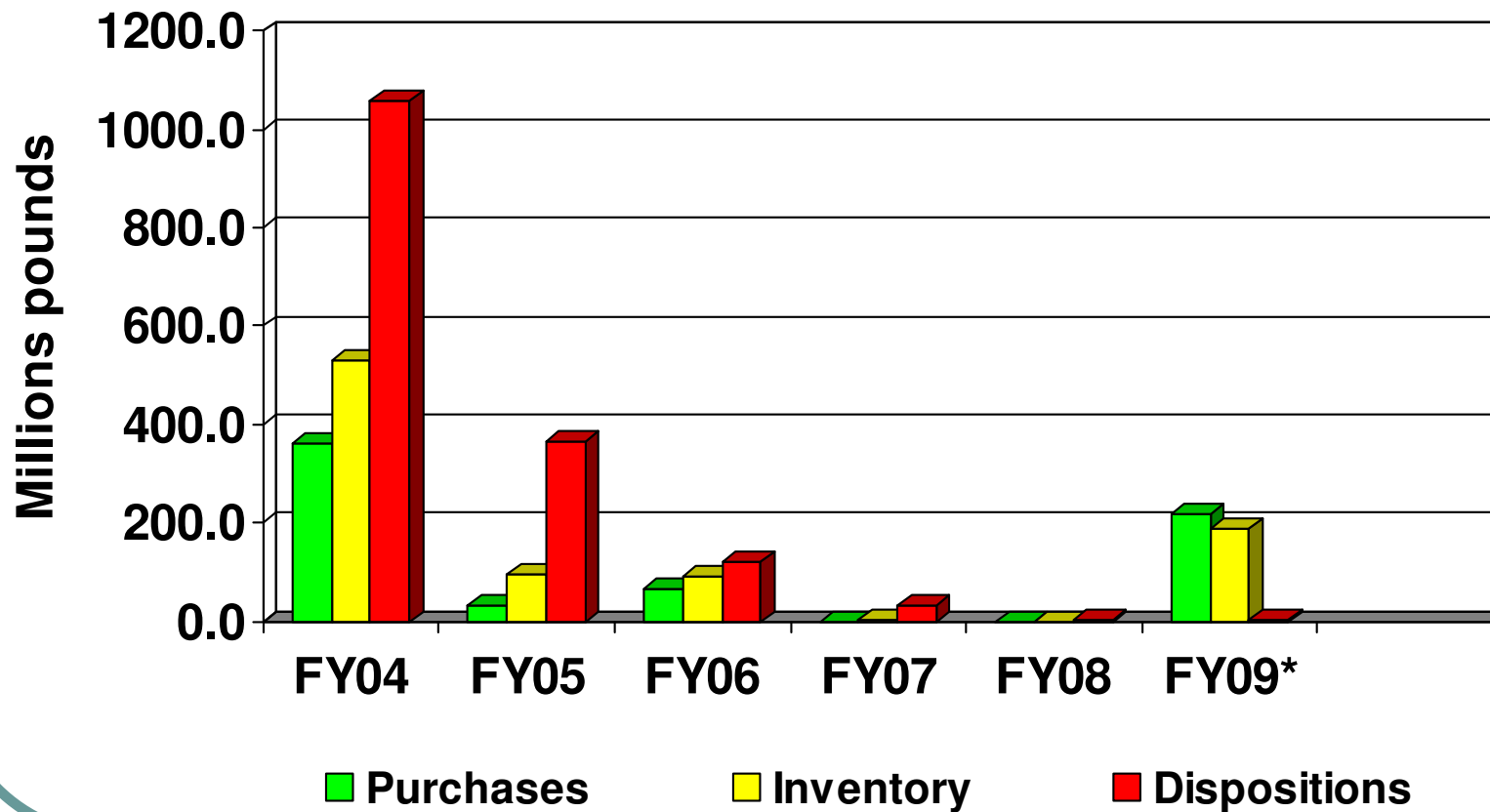
### How Do We Support U.S. Dairy Industry?

- Dairy Product Price Support Program (DPPSP)
- Domestic Program Competitive Dairy Purchases



# Dairy Procurement

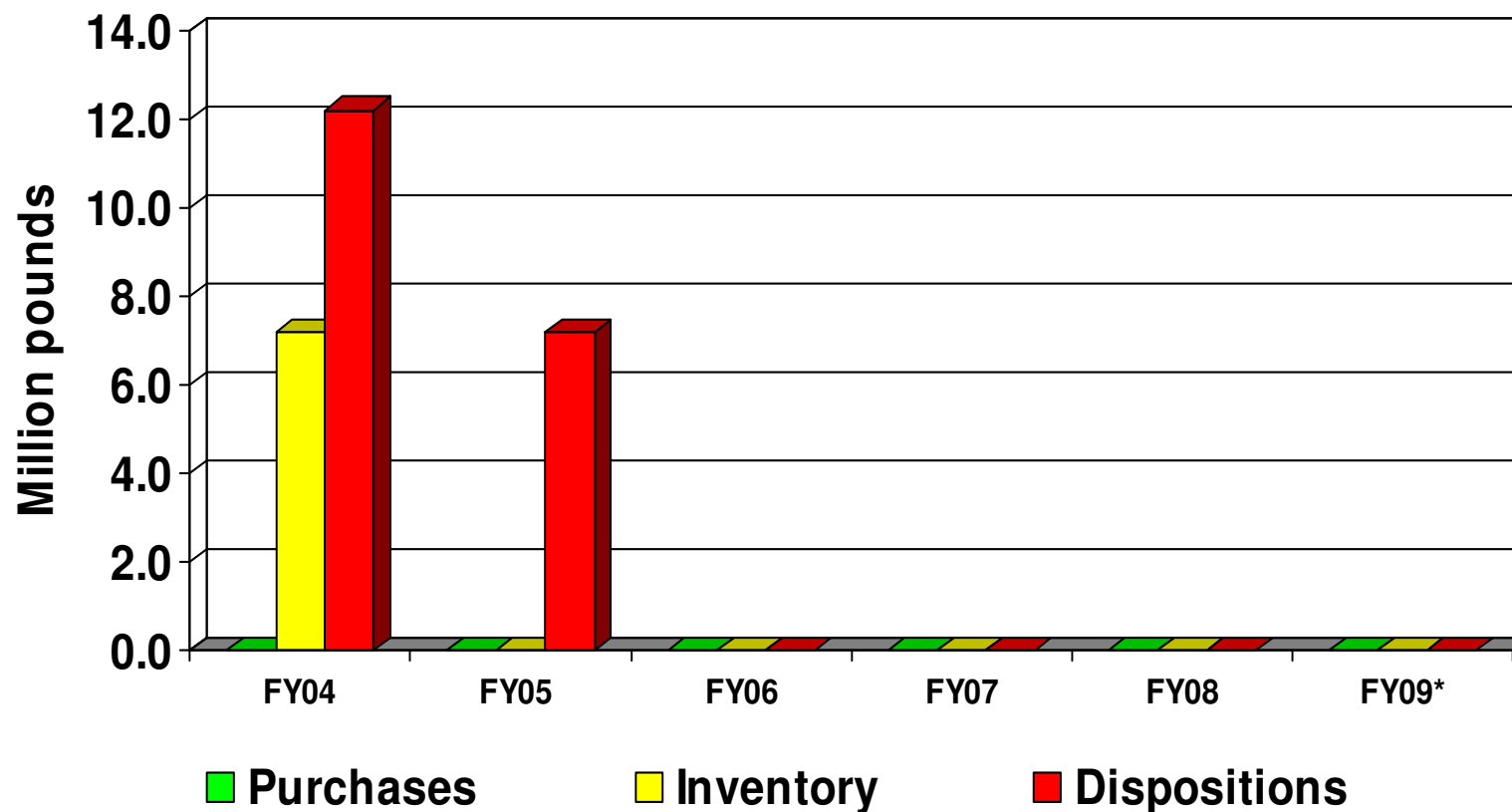
NDM – Dairy Product Price Support Activity



\*As of 04/24/2009



## Cheese – Dairy Product Price Support Activity

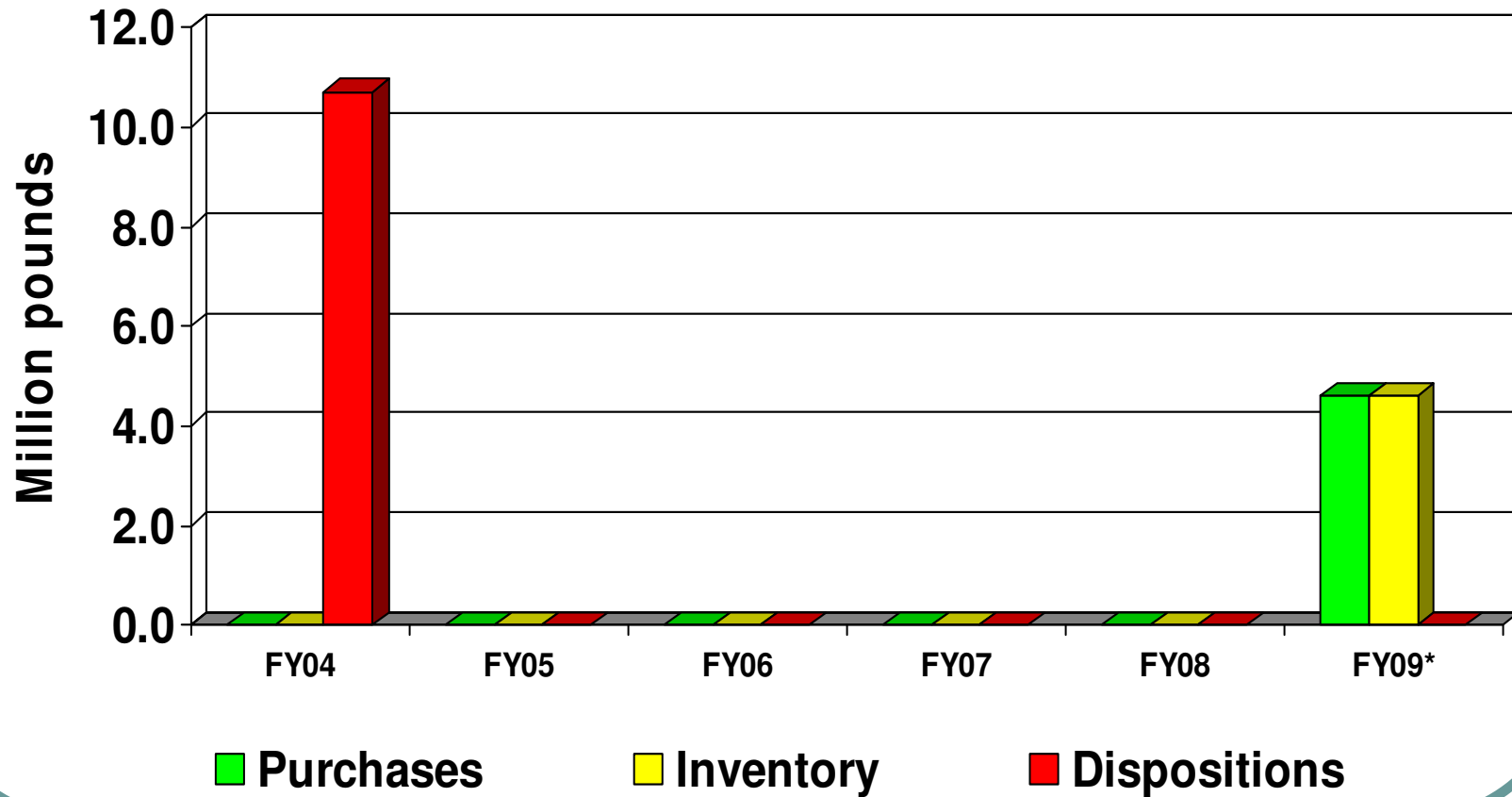


\* As of 04/24/2009



# Dairy Procurement

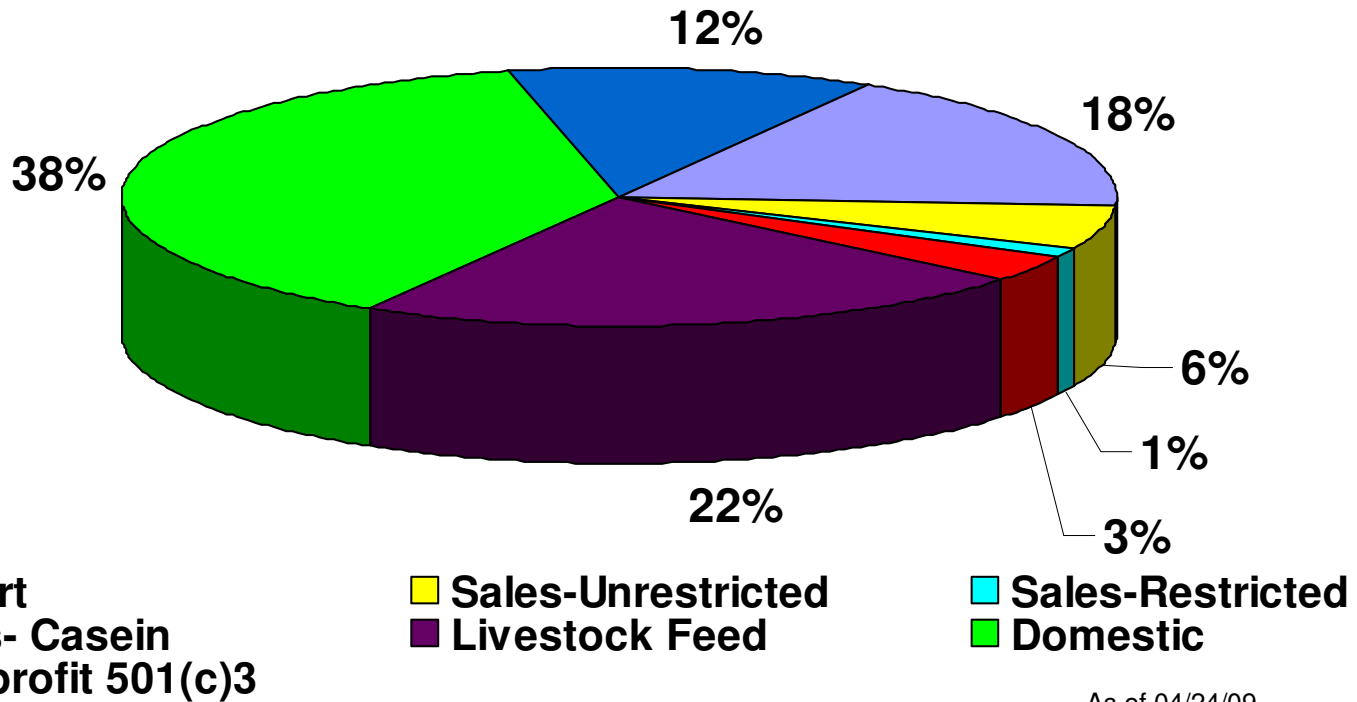
Butter: Dairy Product Price Support Activity



\* As of 04/24/2009



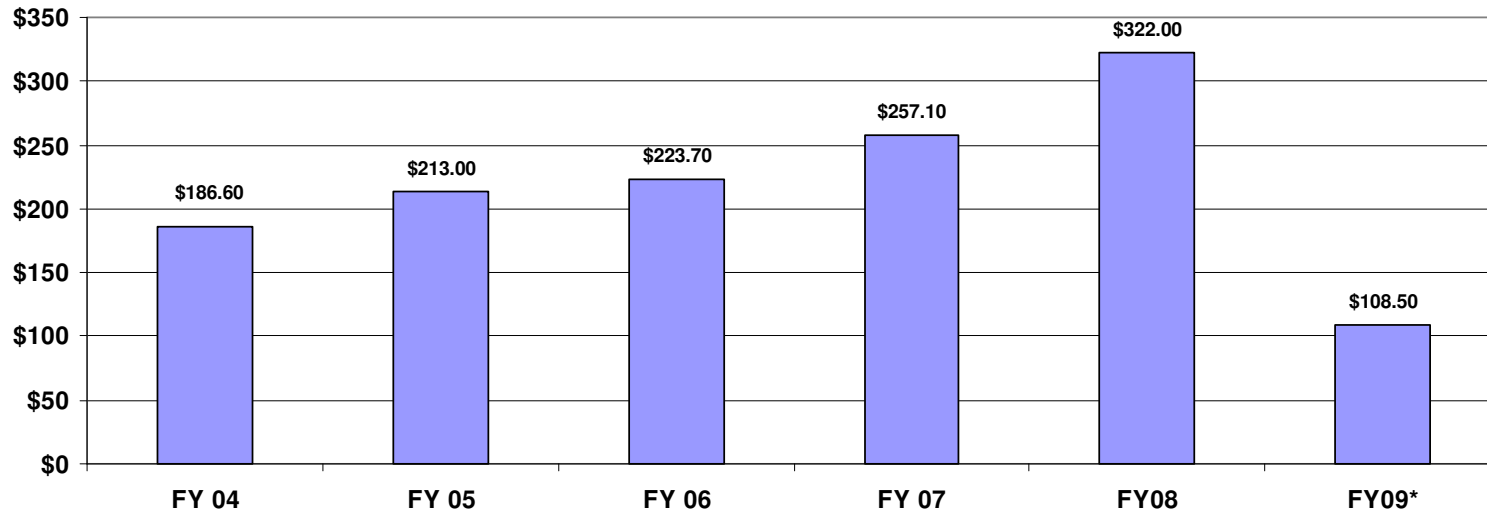
### NDM dispositions by program (FY04-09)





# Dairy Procurement

## Domestic Program Dairy Competitive Purchases Values

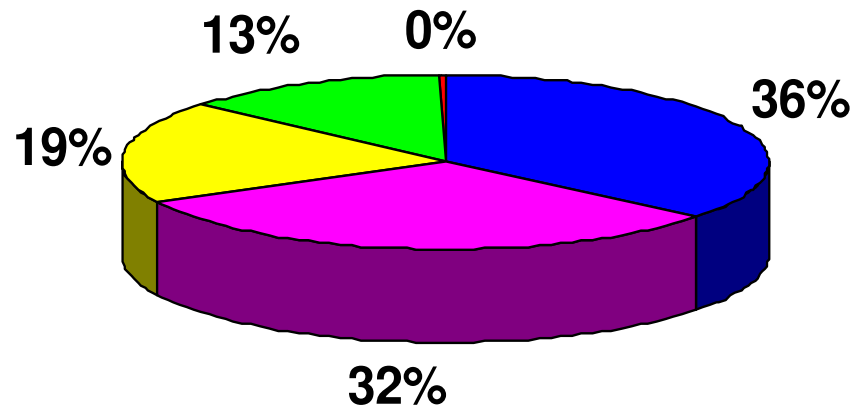


Million of Dollars

\*As Of 04/24/09

## Domestic Program Competitive Dairy Purchases By Product (FY04-09)

Million pounds



- Mozzarella Cheese
- Bulk Cheddar Cheese
- Butter

- Processed Cheese
- Other (UHT, Infant formula, Evaporated, etc.)

The USDA logo features the letters "USDA" in a bold, blue, serif font.The Farm Service Agency logo includes an illustration of a red barn with a green roof and a white silo, set against a green field and a blue sky. Below the illustration, the text "Farm Service Agency" is written in a white, serif font on a dark green background.

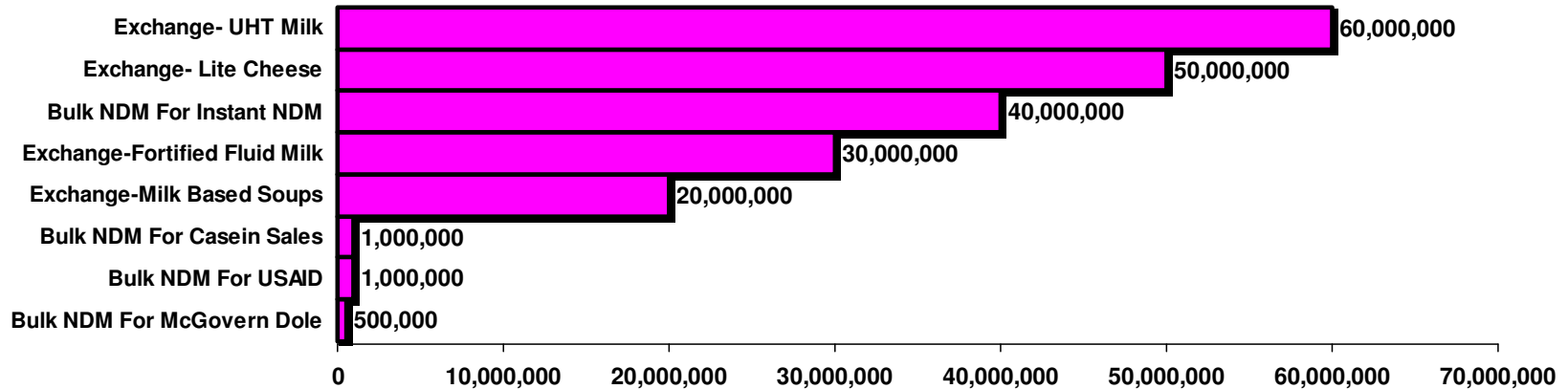
## Dairy Procurement

### Summary of Dairy purchases under Dairy Product Price Support Program and Competitive Purchases (FY 04 – 09)

	Quantity	\$ Value
NDM	676.8 Million	\$541.34 Million
Cheese	747.5 Million	\$1,193.5 Billion
Other	327.5 Million	\$135.7 Million
Butter	6.1 Million	\$ 7.4 Million
Total	1,757.86 Billion	\$1,877.94 Billion



**Goal: Over 200 Million Pounds of NDM to be use in Domestic and Export Feeding Programs**



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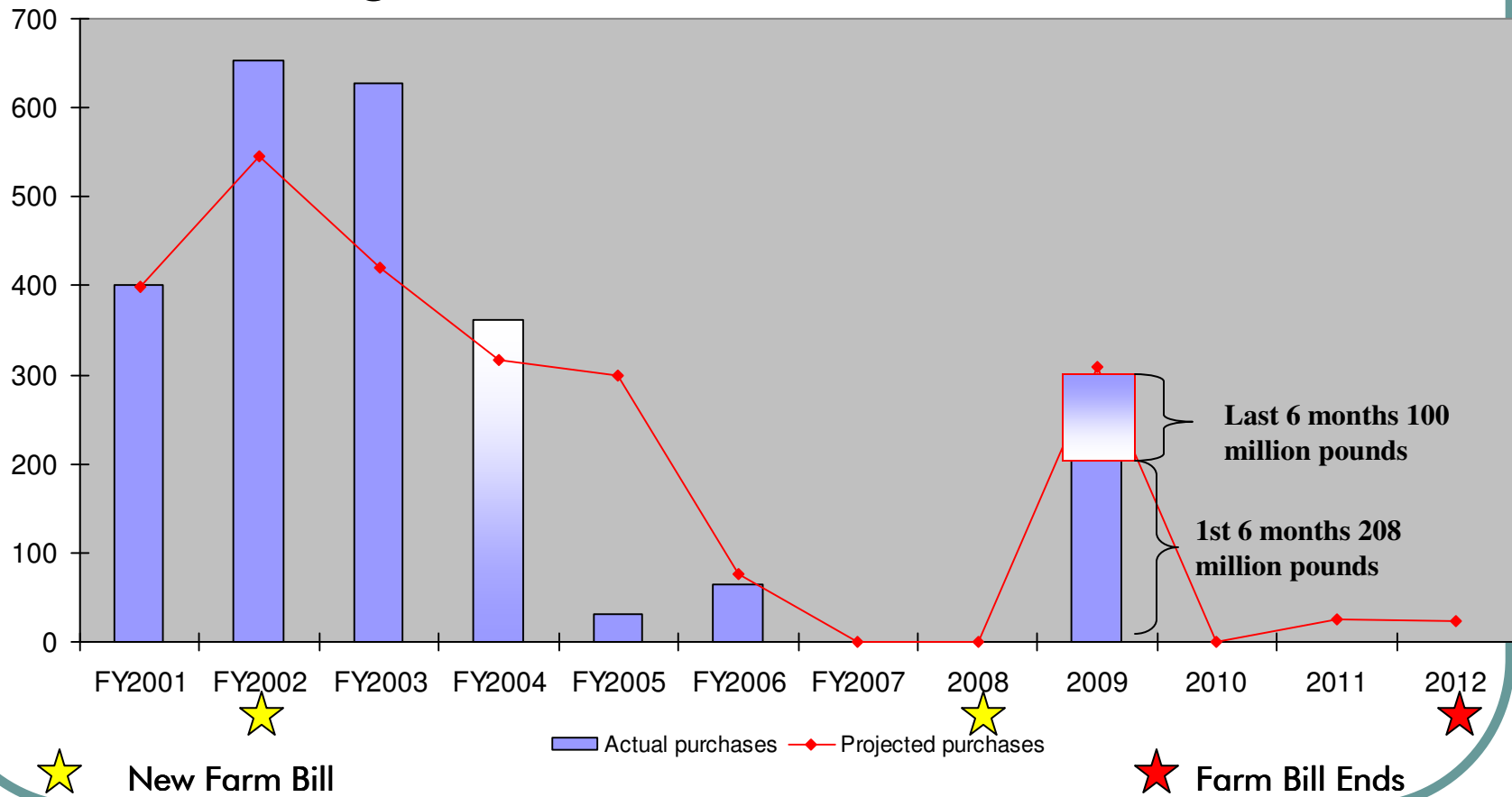
# Dairy Procurement

## Dairy Product Price Support Program Forecast



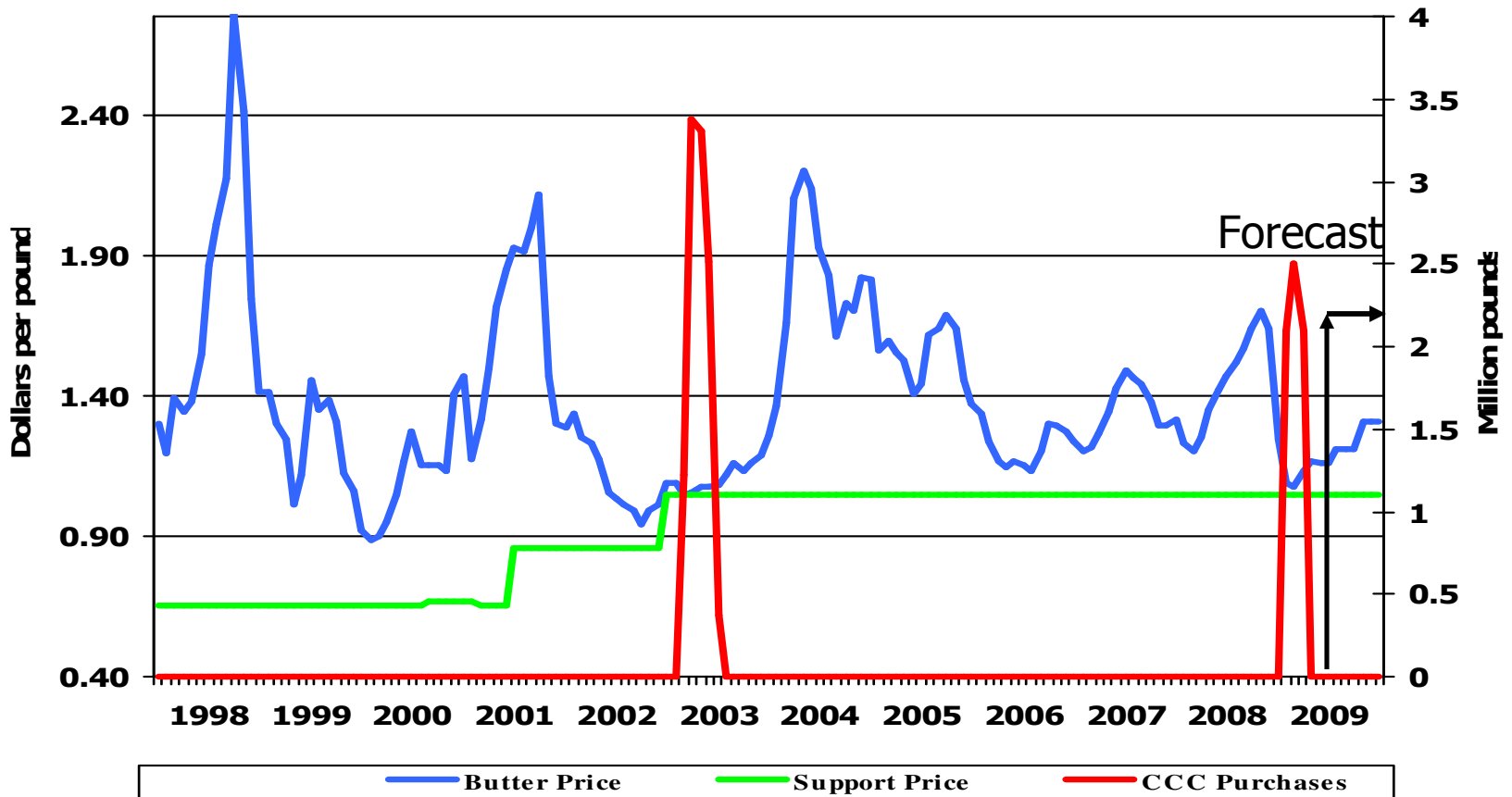


## Forecasting the Future of NDM under DPPSP





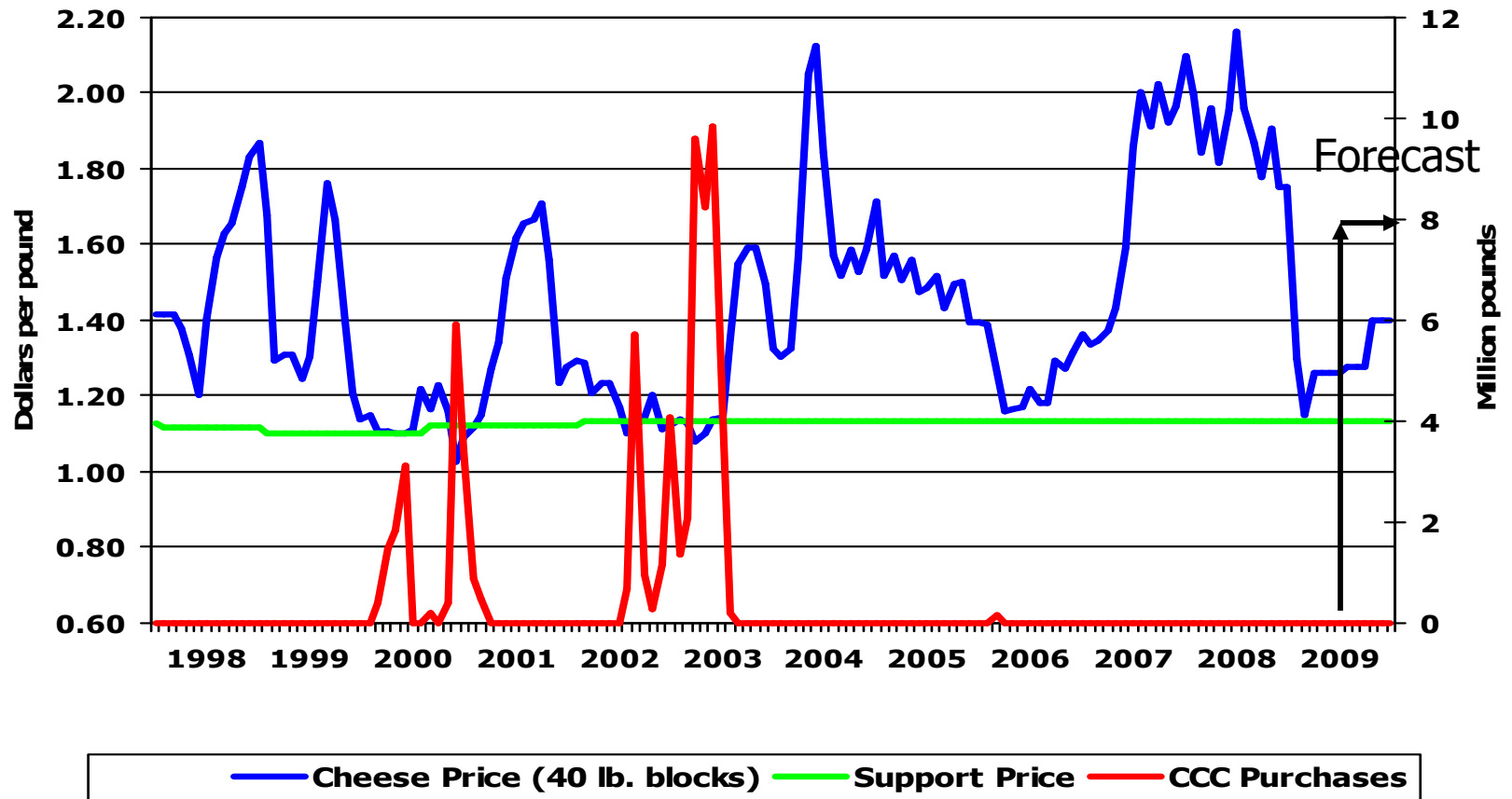
## DPPSP Butter: Price Forecasts



Source: CCC purchases are from FSA and U.S. prices are from WAOB and AMS



## DPPSP Cheese: Price Forecasts

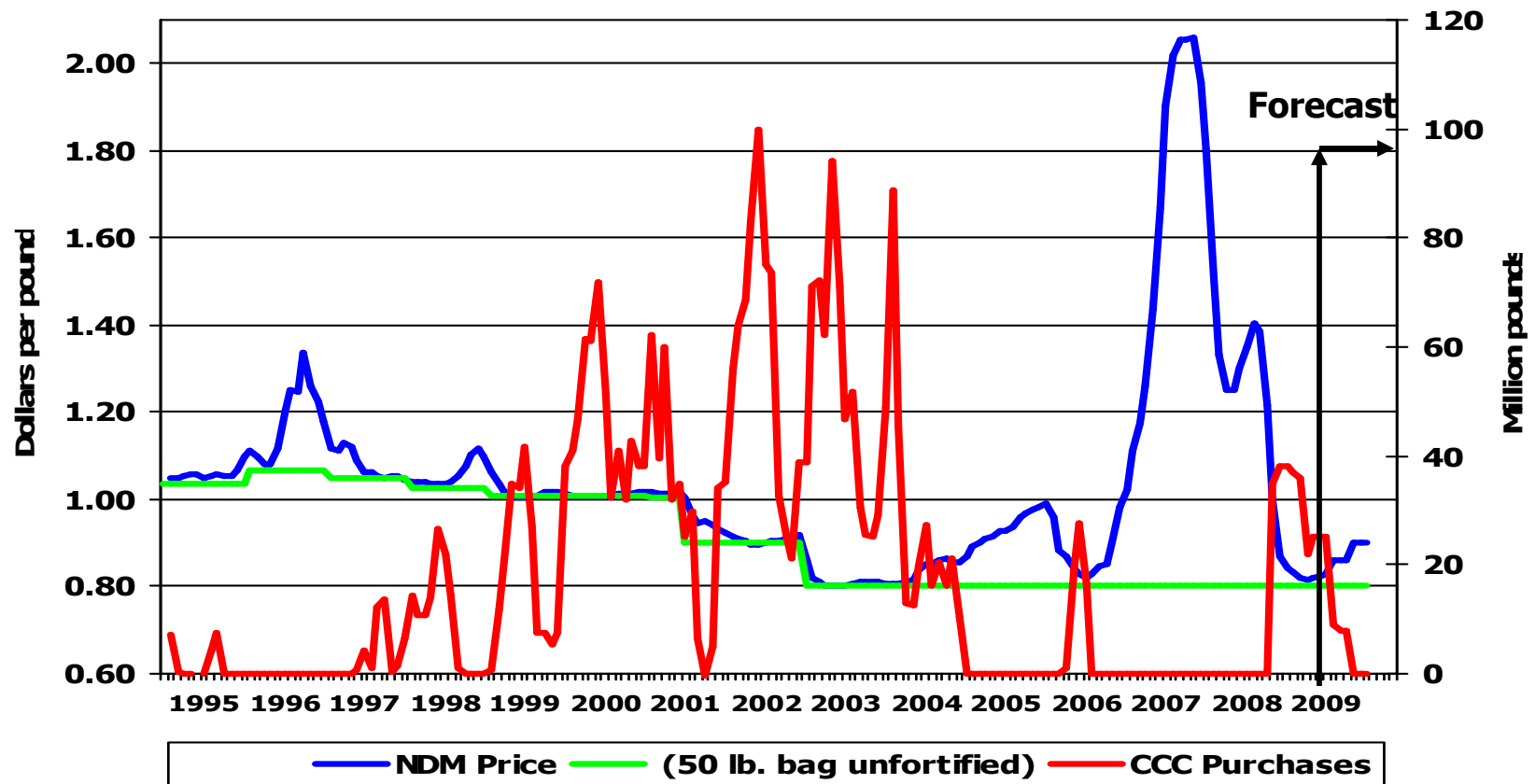


Source: CCC purchases are from FSA and U.S. prices are from WAOB and AMS



# Dairy Procurement

## DPPSP NDM: Price Forecasts



Source: CCC purchases are from FSA and U.S. prices are from WAOB and AMS

# We Support Dairy Industry



FSA - Commodity Operations - Microsoft Internet Explorer

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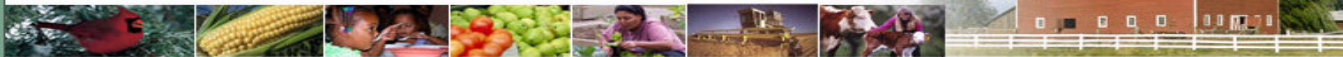
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## Commodity Operations

### Procurement and Sales

The Kansas City Commodity Office of the Farm Service Agency issues invitations to the public to purchase commodities and related durable goods. Below are links for more details on how to qualify to make offers under the various categories.

### Bulk Commodities

This section provides information about purchasing and selling of bulk commodities, such as grains, rice, pulses, peanuts and sugar.

### Dairy

This section provides information about purchasing and selling of dairy products, such as butter, cheese and milk.

### Domestic Operations

This section provides information about domestic operations, including the purchase and distribution of various processed products, such as vegetable oil, cereal, flour, peanut butter, crackers, etc.

### Export Operations

### Related Topics

- Bulk Commodities
- Dairy
- Domestic
- Export
- Exchanges and Processing of CCC-Owned Inventory
- Sales
- Total Quality System Audit
- Vendor Qualification Requirements

### I Want To...

- View the Master Solicitation for Commodity Procurements (MSCP)
- View MSCP effective 06/26/-09/27/06
- View MSCP effective 05/01/-06/25/06
- View MSCP effective 03/01/-04/30/06



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# Dairy Procurement

# QUESTIONS