

Market Information BULLETIN

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July 2018



Southeast Marketing Area
Federal Order 7

Volume 19—No. 7

ISSUED FOR THE INFORMATION OF PRODUCERS WHO ARE NOT MEMBERS OF COOPERATIVE ASSOCIATIONS

Dairy Market Forecasts for 2018/19

Excerpts from Livestock, Dairy, & Poultry Outlook, July 18, 2018, Economic Research Service, USDA:

The 2018 forecast for the average size of the U.S. milking herd is 9.405 million cows, unchanged from last month. Due to relatively slow year-over-year growth in milk per cow in recent months and lower expected margins, the milk per cow forecast has been lowered to 23,170 pounds, 15 pounds less than last month's forecast. The milk production forecast for 2018 is 0.1 billion pounds lower than last month, at 217.9 billion pounds.

Imports for 2018 on a milk-fat basis are now forecast at 5.9 billion pounds for 2018, 0.1 billion pounds higher than the last forecast, due to higher expected imports of butterfat products. The export forecast on a milk-fat basis is unchanged at 10.2 billion pounds as lower expected cheese exports are expected to be offset by higher expected exports of butterfat products. The domestic use forecast on a milk-fat basis has been lowered 1.0 billion pounds to 212.5 billion pounds for the year. Due to growing stocks of butter and cheese in May and flagging prices suggesting relatively weak demand, the forecast for ending stocks has been raised 0.9 billion pounds to 13.5 billion.

On a skim-solids basis, the import forecast remains at 5.6 billion pounds for the year. The 2018 export forecast has been lowered 0.2 billion pounds to 46.0 billion for the year. Recently enacted tariffs by China are expected to primarily affect exports of NDM/SMP and whey products. Also, cheese exports are expected to be lower than previously forecast based upon recent export data. The domestic use forecast on a skim-solids basis is 177.8 billion pounds, 0.1 billion pounds lower than last month's forecast. Due to lower expected exports and domestic use, the ending stock forecast for the year has been raised slightly to 10.5 billion pounds.

Product prices for 2018 are expected lower in the second half of the year than previously forecast. Price forecasts for cheddar cheese and butter have been lowered to \$1.540-\$1.570 and \$2.245-\$2.305 per pound, respectively, due to relatively weak price data in recent weeks, high stock levels, and lower expectations for domestic demand. The price forecast for NDM has been (continued on pg. 4)

Uniform Price Increases

The uniform price in Fulton County, GA, was \$18.12 per hundredweight of milk at 3.5 percent butterfat for the month of June. The uniform price is \$0.66 higher than the previous month and is \$1.52 per hundredweight lower compared to June 2017.

Class I utilization was 67.83 percent in June, a slight 0.08 percent higher than the previous month and 0.32 percent higher than June of last year.

National Dairy Situation

The USDA estimates that the total U.S. production of milk in May was 19.10 billion pounds, 0.8 percent higher than May of last year and 0.4 percent higher compared with April 2018 on a daily average basis. Total cheese output (excluding cottage cheese) was 1.09 billion pounds, 1.4 percent above May 2017 and 1.6 percent below April 2018 on a daily average basis. Butter production was 167.9 million pounds, 2.8 percent above May 2017 but 7.3 percent below April 2018 on a daily average basis.

Nonfat dry milk powder production was 160.4 million pounds in May, 4.5 percent lower than last year and 5.3 percent lower than April on a daily average basis. Total dry whey production was 85.6 million pounds in May, 3.2 percent higher than May 2017 and 2.7 percent lower than the previous month on a daily average basis. Whey protein concentrates production was 41.5 million pounds in May, 0.2 percent lower than May 2017 and 1.8 percent lower than April on a daily average basis.

May's milk-feed price ratio, the pounds of 16% mixed dairy feed equal in value to 1 pound of whole milk, was 1.90, exactly the same as the previous month's ratio. The cost of corn, soybeans and alfalfa hay were higher, offsetting gains in the all-milk price.

F.O. 7 - SOUTHEAST: CALCULATION OF UNIFORM PRICES - JUNE 2018

Calculation of Uniform Butterfat Price:

	<u>Utilization</u>	<u>Pounds</u>	<u>Price/lb.</u>	<u>Value</u>
Class I Butterfat	43.49%	6,662,027	\$2.6074	\$ 17,370,569.23
Class I Differential at Location				218,185.45
Class II Butterfat	44.75%	6,855,938	\$2.6762	18,347,861.25
Class III Butterfat	2.23%	342,164	\$2.6692	913,304.18
Class IV Butterfat	9.53%	1,459,473	\$2.6692	3,895,625.33
Total Butterfat	100.00%	15,319,602		\$ 40,745,545.44
Uniform Butterfat Price per lb. (Fulton County, Georgia):				\$2.6597

Calculation of Uniform Skim Milk Price:

	<u>Utilization</u>	<u>Pounds</u>	<u>Price per unit</u>	<u>Value</u>
Producer Milk				
Class I Skim Milk	68.75%	278,180,805	\$6.35 /cwt.	\$ 17,664,481.14
Class I Butterfat	43.49%	6,662,027	\$2.6074 /lb.	17,370,569.23
Class I Differential at Location		284,842,832		9,297,282.73
Total Class I Milk	67.83%	284,842,832		\$ 44,332,333.10
Class II Skim Milk	16.19%	65,517,543	\$6.33 /cwt.	\$ 4,147,260.45
Class II Butterfat	44.75%	6,855,938	\$2.6762 /lb.	18,347,861.25
Total Class II Milk	17.23%	72,373,481		\$ 22,495,121.70
Class III Skim Milk	7.65%	30,956,241	\$6.08 /cwt.	\$ 1,882,139.45
Class III Butterfat	2.23%	342,164	\$2.6692 /lb.	913,304.18
Total Class III Milk	7.45%	31,298,405		\$ 2,795,443.63
Class IV Skim Milk	7.41%	29,991,268	\$5.77 /cwt.	\$ 1,730,496.15
Class IV Butterfat	9.53%	1,459,473	\$2.6692 /lb.	3,895,625.33
Total Class IV Milk	7.49%	31,450,741		\$ 5,626,121.48
Producer Milk	100.00%	419,965,459		\$ 75,249,019.91

Adjustments

Overage and Other Source	\$0.00
Inventory Adjustments	\$60,882.89
Producer butterfat at uniform butterfat price	(\$40,745,545.44)
Location Adjustments to Producers	\$2,360,977.65
1/2 Unobligated Balance in P.S.F.	\$199,363.06

Adjusted Pool Value

Reserve for Producer Settlement Fund	\$ 9.17461	\$37,124,698.07
	\$ 0.04461	\$180,531.33

Uniform Skim Milk Price per cwt. (Fulton County, Georgia):

\$9.13

Uniform Price per cwt. (Fulton County, Georgia)

\$18.12*

* At 3.5% butterfat test; for information purposes.

OTHER FEDERAL ORDERS: CLASS I AND UNIFORM PRICES (At 3.5% Butterfat)

MARKET NAME (Priced at)	CLASS I		UNIFORM		CLASS I %
	June 2018	July 2018	May 2018	June 2018	June 2018
Appalachian (Charlotte)	\$ 18.65	\$ 18.76	\$ 17.20	\$ 17.81	67.00%
Arizona (Phoenix)	\$ 17.60	\$ 17.71	\$ 15.28	\$ 15.70	23.26%
Central (Kansas City)	\$ 17.25	\$ 17.36	\$ 15.11	\$ 15.53	24.20%
Florida (Tampa)	\$ 20.65	\$ 20.76	\$ 19.25	\$ 19.96	84.69%
Midwest (Cleveland)	\$ 17.25	\$ 17.36	\$ 15.33	\$ 15.84	27.60%
Northeast (Boston)	\$ 18.50	\$ 18.61	\$ 16.14	\$ 16.70	29.30%
Pacific Northwest (Seattle)	\$ 17.15	\$ 17.26	\$ 15.18	\$ 15.47	18.58%
Southeast (Atlanta)	\$ 19.05	\$ 19.16	\$ 17.46	\$ 18.12	67.83%
Southwest (Dallas)	\$ 18.25	\$ 18.36	\$ 16.02	\$ 16.43	27.14%
Upper Midwest (Chicago)	\$ 17.05	\$ 17.16	\$ 15.25	\$ 15.40	7.70%

**SOUTHEAST MILK MARKETING AREA-FEDERAL ORDER 7
STATISTICAL SUMMARY**

Receipts:	June 2018	June 2017
Producer Milk		
Class I	284,842,832	298,762,778
Class II	72,373,481	69,833,601
Class III	31,298,405	56,702,744
Class IV	31,450,741	25,675,411
Total Producer Milk	419,965,459	450,974,534
Average Butterfat Test	3.64%	3.67%
Percent of Producer Milk in Class I	67.83%	66.25%
Daily Average Receipts	13,998,849	15,032,484
Other Source Milk		
Class I	5,285,224	5,305,916
Class II	7,113,888	3,200,881
Class III	0	0
Class IV	2,681,701	3,197,391
Total Other Source Milk	15,080,813	11,704,188
Overage		
Class I	0	0
Class II	0	0
Class III	0	84,887
Class IV	0	157,956
Total Overage	0	242,843
Opening Inventory		
Class I	18,333,508	15,685,164
Class II	4,504,919	2,243,829
Class III	2,463,880	540,321
Class IV	11,025,565	15,592,690
Total Opening Inventory	36,327,872	34,062,004
Total Receipts	471,374,144	496,983,569
Utilization:		
Class I Utilization		
Inventory of Packaged FMP	18,314,210	21,514,636
Route Disposition Class I	281,501,722	288,550,527
Shrinkage	1,578,759	1,729,301
Transfers & Diversions to Nonpool	7,066,873	7,959,394
Total Class I Utilization	308,461,564	319,753,858
Average Butterfat Test	2.32%	2.26%
Daily Average Utilization	10,282,052	10,658,462
Class II Utilization		
Nonfluid Used To Produce	3,520,846	2,859,423
Shrinkage	13,882	5,078
Transfers & Diversions to Nonpool/Commercial Foods	55,205,263	60,502,009
Used To Produce/Other Uses	25,252,297	11,911,801
Total Class II Utilization	83,992,288	75,278,311
Average Butterfat Test	10.38%	8.81%
Class III Utilization		
Shrinkage	74	0
Transfers & Diversions to Nonpool	33,762,211	57,327,952
Used To Produce/Other Uses	0	0
Total Class III Utilization	33,762,285	57,327,952
Average Butterfat Test	1.16%	2.60%
Class IV Utilization		
Inventory	11,870,176	10,195,725
Nonfluid Used To Fortify	907,182	698,292
Shrinkage	5,769,878	5,301,095
Transfers & Diversions to Nonpool	22,897,241	25,248,762
Used To Produce/Other Uses	3,713,530	3,179,574
Total Class IV Utilization	45,158,007	44,623,448
Average Butterfat Test	4.93%	6.55%
Total Utilization	471,374,144	496,983,569

Southeast Market Summary

The minimum order uniform price for payment to producers supplying the Southeast Order marketing area during June 2018 is \$18.12 per hundredweight for milk with a 3.5% butterfat test in Fulton County, Georgia. This is .965 times the uniform skim milk price of \$9.13 per hundredweight plus 3.5 times the uniform butterfat price of \$2.6597 per pound. Payment to producers may be reduced by location differentials, if applicable, and by properly authorized deductions.

Uniform prices are the result of marketwide pooling; all producer milk was classified and priced according to the milk's use. In June, Class I use, which is primarily bottled or packaged fluid milk, accounted for 68.75% of all producer skim milk (priced to handlers at \$6.35 per hundredweight, plus the Class I differential, see page 2) and 43.49% of producer butterfat (priced to handlers at \$2.6074 per pound plus Class I differential). Class II use, which is milk used in fluid cream products and miscellaneous manufacturing, accounted for 16.19% of all producer skim milk (\$6.33 per hundredweight) and 44.75% of producer butterfat (\$2.6762 per pound). Class III use, mostly milk used to produce cheese, accounted for 7.65% of all producer skim milk (\$6.08 per hundredweight) and 2.23% of producer butterfat (\$2.6692 per pound). Class IV use, generally milk processed into butter and powder, accounted for 7.41% of all producer skim milk (\$5.77 per hundredweight) and 9.53% of producer butterfat (\$2.6692 per pound).

Receipts of producer milk during June totaled 420.0 million pounds. There were 21 regulated pool distributing plants, 2 pool supply plant and 14 cooperative associations submitting reports of receipts and utilization that were included in the computation of the uniform prices for June 2018. Class I route disposition in the area was 355.4 million pounds in May 2018.

Packaged Class I Route Sales in Marketing Area

Product Description	Pounds	Percent
<u>May 2018</u>		
Whole Milk	133,717,818	37.62%
Fat Free Milk	27,517,751	7.74%
Low fat Milk (incl. 1%)	38,003,257	10.69%
Reduced Fat Milk (incl. 2%)	111,534,474	31.40%
Cultured Fluid Milk (incl. Buttermilk)	6,796,407	1.91%
Flavored Drinks and Milk	37,832,673	10.64%
Total Disposition in Marketing Area	355,402,380	100.0%
Total Disposition by Pool Plants	266,680,681	75.03%
Total Disposition by Nonpool Plants	88,721,699	24.97%
Total Disposition in Marketing Area	355,402,380	100.0%

Dairy Market Forecasts for 2018/19, cont.

(continued from page 1) lowered to \$0.730-\$0.760 per pound due to recent price weakness. Although dry whey prices have increased recently, the dry whey price forecast has been lowered to \$0.275-\$0.295 per pound due to lower expected exports. With lower product prices, the Class III and Class IV price forecasts have been lowered to \$14.30-\$14.60 and \$13.65-\$14.05 per cwt, respectively. The all-milk price for 2018 is now forecast at \$15.95-\$16.25 per cwt, 70 cents lower at the midpoint of the range than the previous forecast.

Lower dairy prices in late 2018 and 2019 are expected to lead to a slight contraction in cow numbers in 2019. The new forecast for the size of the milking herd is 9.395 million head for the year, a decrease of 15 thousand head from last month's forecast and a year-over-year decrease of 10 thousand head. Milk per cow is forecast 20 pounds lower than last month's projection, at 23,475 pounds for the year. These changes result in a milk production forecast of 220.6 billion pounds for 2019, 0.5 billion pounds lower than last month's projection.

Lower product prices in the second half of 2018 are expected to persist into 2019 for most dairy products. The cheddar cheese price forecast has been lowered to \$1.575-\$1.675 per pound due to high stock levels and weaker expected demand. Due to higher tariffs imposed by China and competition from other global suppliers, 2019 forecasts have been lowered for NDM and dry whey to \$0.740-\$0.810 and \$0.280-\$0.310, respectively. The butter price forecast for 2019 has been raised 1 cent at the midpoint of the range to \$2.220-\$2.350 per pound.

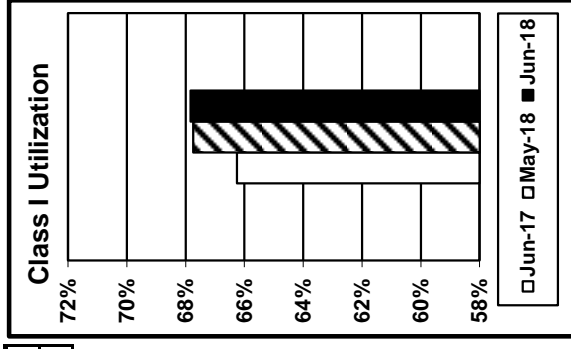
The Class III and Class IV price forecasts are \$14.70-\$15.70 and \$13.65-\$14.75 per cwt, respectively, reductions of 60 cents and 5 cents from last month's forecast at the midpoints of the ranges. The all-milk price for 2019 is now forecast at \$16.25-\$17.25 per cwt, 45 cents lower at the midpoint than the last forecast.

FEDERAL ORDER 7 - SOUTHEAST: CLASS AND UNIFORM PRICES

Pool Period	CLASS I*			CLASS II			CLASS III			CLASS IV			UNIFORM*		
	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5
Apr 2017	\$11.55	\$2.4863	\$19.85	\$6.78	\$2.3618	\$14.81	\$7.23	\$2.3548	\$15.22	\$5.98	\$2.3548	\$14.01	\$9.92	\$2.3992	\$17.97
May	\$10.94	\$2.4116	\$19.00	\$6.60	\$2.4204	\$14.84	\$7.38	\$2.4134	\$15.57	\$6.26	\$2.4134	\$14.49	\$9.72	\$2.4133	\$17.83
Jun	\$11.14	\$2.3872	\$19.11	\$6.89	\$2.7136	\$16.15	\$7.22	\$2.7066	\$16.44	\$6.65	\$2.7066	\$15.89	\$10.04	\$2.5760	\$18.70
Jul	\$11.12	\$2.7592	\$20.39	\$7.41	\$2.9526	\$17.48	\$5.33	\$2.9456	\$15.45	\$6.52	\$2.9456	\$16.60	\$9.95	\$2.8681	\$19.64
Aug	\$10.35	\$3.0099	\$20.52	\$7.25	\$3.0179	\$17.56	\$6.25	\$3.0109	\$16.57	\$6.29	\$3.0109	\$16.61	\$9.83	\$3.0111	\$20.02
Sep	\$10.13	\$3.0671	\$20.51	\$7.03	\$2.8629	\$16.80	\$6.59	\$2.8559	\$16.36	\$6.08	\$2.8559	\$15.86	\$9.63	\$2.9466	\$19.61
Oct	\$10.47	\$2.8960	\$20.24	\$6.84	\$2.6716	\$15.95	\$7.63	\$2.6646	\$16.69	\$5.72	\$2.6646	\$14.85	\$9.80	\$2.7619	\$19.12
Nov	\$11.08	\$2.7184	\$20.21	\$6.58	\$2.5616	\$15.32	\$8.23	\$2.5546	\$16.88	\$5.23	\$2.5546	\$13.99	\$10.24	\$2.6246	\$19.07
Dec	\$12.10	\$2.5715	\$20.68	\$5.94	\$2.5021	\$14.49	\$6.95	\$2.4951	\$15.44	\$4.95	\$2.4951	\$13.51	\$10.57	\$2.5269	\$19.04
Jan 2018	\$10.78	\$2.5255	\$19.24	\$5.70	\$2.4601	\$14.11	\$5.61	\$2.4531	\$14.00	\$4.71	\$2.4531	\$13.13	\$9.65	\$2.4823	\$18.00
Feb	\$9.51	\$2.5356	\$18.05	\$5.38	\$2.3560	\$13.44	\$5.37	\$2.3490	\$13.40	\$4.82	\$2.3490	\$12.87	\$8.40	\$2.4196	\$16.57
Mar	\$9.18	\$2.3714	\$17.16	\$5.55	\$2.4343	\$13.88	\$5.93	\$2.4343	\$14.24	\$4.71	\$2.4273	\$13.04	\$8.16	\$2.4081	\$16.30
Apr	\$9.62	\$2.4631	\$17.90	\$5.41	\$2.5183	\$14.03	\$5.89	\$2.5113	\$14.47	\$4.86	\$2.5113	\$13.48	\$8.45	\$2.4944	\$16.88
May	\$9.78	\$2.5157	\$18.24	\$5.45	\$2.6309	\$14.47	\$6.21	\$2.6239	\$15.18	\$5.58	\$2.6239	\$14.57	\$8.73	\$2.5813	\$17.46
Jun	\$10.15	\$2.6454	\$19.05	\$6.33	\$2.6762	\$15.48	\$6.08	\$2.6692	\$15.21	\$5.77	\$2.6692	\$14.91	\$9.13	\$2.6597	\$18.12
Jul	\$10.05	\$2.7021	\$19.16	\$6.55											

FEDERAL ORDER 7 - SOUTHEAST: POOLED RECEIPTS AND UTILIZATION OF PRODUCER MILK

Pool Period	Producer Milk 1000 lbs.	Number of Farms	CLASS I		CLASS II		CLASS III		CLASS IV	
			1000 lbs.	%	1000 lbs.	%	1000 lbs.	%	1000 lbs.	%
Apr 2017	501,646	1,578	298,804	59.57%	64,104	12.78%	68,088	13.57%	70,650	14.08%
May	496,584	1,589	312,446	62.92%	68,895	13.87%	66,353	13.36%	48,890	9.85%
Jun	450,975	1,645	298,763	66.25%	69,834	15.49%	56,703	12.57%	25,675	5.69%
Jul	422,316	1,814	285,119	67.51%	67,810	16.06%	43,037	10.19%	26,350	6.24%
Aug	427,360	1,902	330,006	77.22%	64,618	15.12%	18,284	4.28%	14,452	3.38%
Sep	408,376	1,824	312,637	76.55%	61,080	14.96%	11,500	2.82%	23,159	5.67%
Oct	424,246	1,840	315,628	74.40%	64,366	15.17%	10,281	2.42%	33,970	8.01%
Nov	422,925	1,808	316,742	74.89%	66,679	15.77%	10,918	2.58%	28,586	6.76%
Dec	452,716	1,830	318,219	70.29%	66,442	14.68%	23,050	5.09%	45,006	9.94%
Jan 2018	476,314	1,922	345,495	72.54%	70,352	14.77%	20,218	4.24%	40,249	8.45%
Feb	429,423	1,683	292,267	68.06%	63,177	14.71%	40,181	9.36%	33,798	7.87%
Mar	500,008	1,693	323,728	64.74%	83,253	16.65%	43,478	8.70%	49,549	9.91%
Apr	481,785	1,738	313,271	65.02%	74,794	15.52%	37,899	7.87%	55,822	11.59%
May	456,835	1,670	309,464	67.75%	77,488	16.96%	36,649	8.02%	33,234	7.27%
Jun	419,965	1,700**	284,843	67.83%	72,373	17.23%	31,298	7.45%	31,451	7.49%



* Class I and uniform prices are at Fulton County (Atlanta), Georgia.** Estimated

Southeast Marketing Area - Federal Order 7

2018 Pool and Payment Dates							
Pool Month	Pool & Uniform Price Release Date	MA Payment Dates		Payments for Producer Milk			
		Due to:	Due From:	Partial Payment** Due		Final Payment Due	
		All Funds	P/S & T-Credit	Coop	Nonmember	Coop	Nonmember
July	08/11/18	08/13/18	08/14/18	07/25/18	07/26/18	08/14/18	08/15/18
August	09/11/18	09/12/18	09/13/18	08/27/18	08/27/18	09/13/18	09/14/18
September	10/11/18	10/12/18	10/15/18	09/25/18	09/26/18	10/15/18	10/16/18

** The base rate for making partial payments in Fulton County, GA for July will be \$16.31 per hundredweight. This is 90 percent of the preceding month's uniform price of \$18.12 per hundredweight.

Producer Touch Base Requirements & Handler Diversion Limits												
[per Order Amendment issued March 17, 2008]												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Producer Touch Base Days	1	1	1	1	1	1	1	1	1	1	1	1
Diversion Percentage Limits	25%	25%	35%	35%	35%	35%	25%	25%	25%	25%	25%	35%

WASDE Dairy Report 1/ WASDE – 579 July 12, 2018

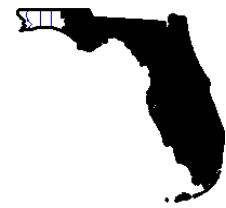
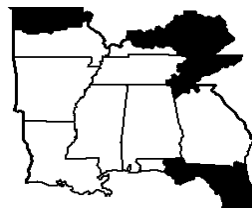
Milk production forecasts for both 2018 and 2019 are lowered from last month on slower-than-anticipated growth in milk per cow and lower cow numbers. Although tempered by lower expected feed costs, lower milk prices will likely weaken producer margins, resulting in lower cow numbers and slower growth in milk per cow. USDA's Cattle report, to be released on July 20th, will provide a mid-year estimate of dairy cow and dairy replacement heifer inventories.

The 2018 butter, cheese, nonfat dry milk (NDM), and whey price forecasts are reduced from the previous month. Forecasts are reduced for cheese, NDM, and whey prices for 2019 as cheese stocks will remain large and prices for NDM and whey will have to remain competitive with competing exporters. However, the 2019 butter price is raised as stocks are worked down. The 2018 and 2019 Class III price and Class IV price forecasts are lowered from last month. The 2018 all milk price is forecast at \$15.95-\$16.25 and the price for 2019 is \$16.25-\$17.25 per cwt.

1/ The World Agricultural Supply and Demand Estimates (WASDE) report provides USDA's comprehensive forecasts of supply and demand for major U.S. and global crops and U.S. livestock, including dairy. The most recent WASDE report is available at www.usda.gov/oce/commodity/wasde/index.htm.



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