

U.S. Exports

October exports paced by powder shipments

Record exports of nonfat dry milk/skim milk powder (NDM/SMP) to Mexico highlighted otherwise weaker U.S. export numbers in October.

Exporters moved 48,812 tons of NDM/SMP in October, the most in five months, and up 29 percent from a year ago. This brought the year-to-date total to 470,934 tons, slightly ahead of last year's pace. More than half of October sales went to Mexico (28,537 tons – the most ever). Sales to all other regions were down 20 percent from last year, including a 32-percent drop-off in exports to Southeast Asia.

Most other categories sustained the trends of prior months.

Cheese exports were 23,616 tons, down 10 percent from last year. Volume has now trailed year-ago levels for 13 straight months. Shipments to Mexico were up 26 percent, but this was more than offset by significant declines in sales to South Korea (-54 percent) and Japan (-46 percent).

Whey exports remain light. Exports of dry, sweet whey were just 12,107 tons, down 34 percent from last year. Shipments of whey protein concentrate were down 9 percent and whey protein isolate were down 22 percent. Throughout the whey complex, sales to almost every

major customer were down, led by a 23 percent drop in total whey sales to China.

Butterfat exports were just 852 tons in October, only slightly more than the previous month's six-year-low volume. For the year, butterfat exports are on track to finish with their lowest total since 2006. Among other products, October exports of lactose (-12 percent), milk protein concentrate (-38 percent) and whole milk powder (-10 percent) trailed year-ago levels.

In total, U.S. suppliers shipped 147,048 tons of milk powders, cheese, butterfat, whey and lactose in October, down 4 percent from a year ago and down 5 percent from September (daily-average basis). Total overseas sales were valued at \$407 million, down 21 percent from last year, and down 1 percent from September (daily average).

U.S. exports (on a total milk solids basis) were equivalent to 13.5 percent of U.S. milk solids production in October, bringing the year-to-date percentage to 14.2 percent. Imports were equivalent to 3.4 percent of production for the month.

U.S. Exports

	LATEST MONTH		OCTOBER (VOLUME, MT)			YEAR-TO-DATE		JANUARY-OCTOBER (VOLUME, MT)	
	2013	2014	2015	% CHG		2013	2014	2015	% CHG
NDM/SMP	51,720	38,756	49,812	+29	NDM/SMP	465,216	468,927	470,935	+0
WMP	3,211	3,123	2,812	-10	WMP	31,612	45,961	31,855	-31
Cheese	27,041	26,256	23,616	-10	Cheese	256,754	316,506	269,027	-15
Butterfat	10,660	2,011	852	-58	Butterfat	71,500	64,365	18,513	-71
Total Whey	40,129	42,703	33,818	-21	Total Whey	415,872	417,299	375,489	-10
-Dry whey	20,536	18,382	12,107	-34	-Dry whey	198,324	195,707	154,503	-21
-WPC	17,585	21,570	19,563	-9	-WPC	199,833	198,652	189,972	-4
-WPI	2,008	2,751	2,148	-22	-WPI	17,715	22,939	31,014	+35
Lactose	24,578	29,958	26,378	-12	Lactose	293,590	285,151	299,404	+5
MPC	5,368	4,610	2,880	-38	MPC	39,858	44,384	26,717	-40
Food preps (blends)	5,997	5,413	6,880	+27	Food preps (blends)	67,810	54,465	53,601	-2
Aggregate volume*	168,703	152,830	147,048	-4	Aggregate volume*	1,642,210	1,697,058	1,545,541	-9
Fluid milk (000 liters)	6,648	7,657	7,643	-0	Fluid milk (000 liters)	64,384	75,298	75,271	-0
Total Value (millions) *	\$ 613.7	\$ 514.7	\$ 407.4	-21	Total Value (millions) *	\$ 5,532.3	\$ 6,125.6	\$ 4,479.7	-27

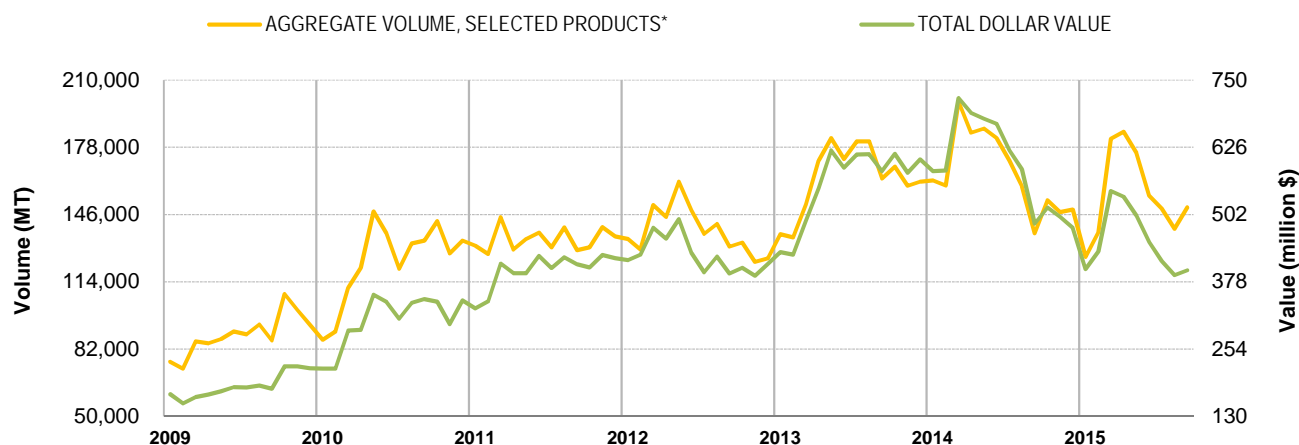
* Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

Source: USDA, USDEC.

U.S. Exports

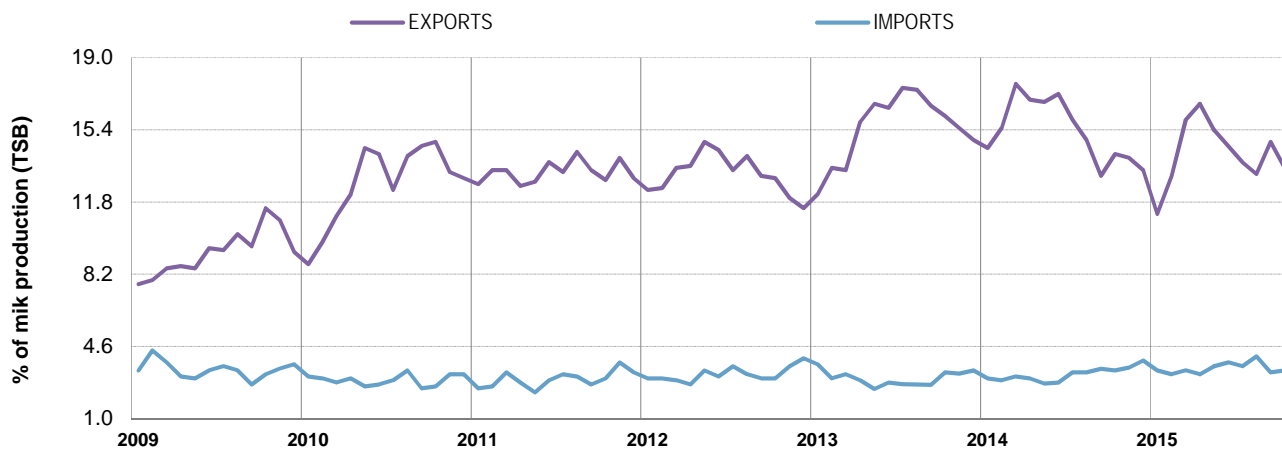
U.S. EXPORTS

VOLUME AND VALUE



* Volume includes SMP, WMP, food preps, MPC, whey, cheese, butterfat, lactose

U.S. EXPORTS AND IMPORTS AS A PERCENT OF MILK PRODUCTION



U.S. DAIRY EXPORTS, TOP 10 MARKETS

(million \$)	Jan-Oct 15	vs. yr ago
Mexico	\$ 1,080.9	-21%
Southeast Asia	755.1	-35%
Canada	461.2	-8%
China	386.9	-37%
So. Korea	268.8	-25%
Japan	232.5	-34%
Middle East/North Africa	230.7	-62%
South America	226.8	-4%
Oceania	189.7	-27%
Caribbean	175.5	-3%

U.S. EXPORTS AS % OF PRODUCTION

	October	yr ago	Jan-Oct 15	yr ago
NDM/SMP	69%	48%	55%	54%
Total cheese	5.3%	5.9%	6.1%	7.4%
Butterfat	1.3%	3.0%	2.7%	9.2%
Dry sweet whey	35%	59%	43%	60%
Lactose	69%	74%	75%	66%
Total milk solids	13.5%	14.2%	14.3%	15.7%

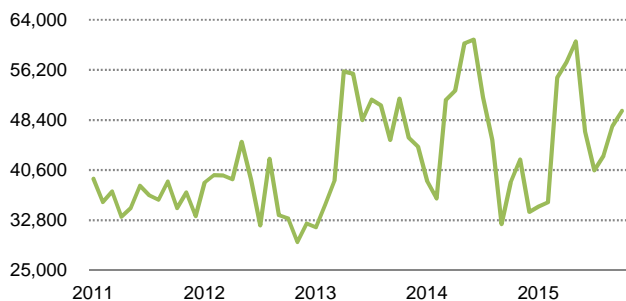
ACCESS U.S. EXPORT DATA ONLINE

Visit usdec.org/research-and-data/market-data/us-export-data

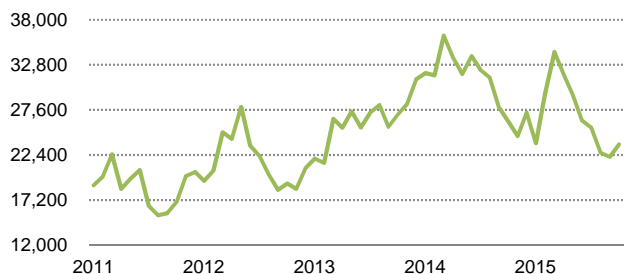
Source: USDA, USDEC, National Milk Producers Federation.

U.S. Exports: Monthly Volume

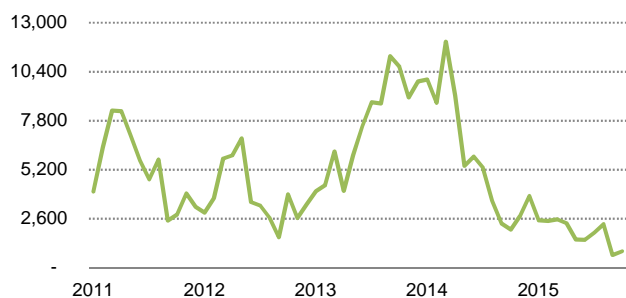
U.S. NDM/SMP EXPORTS (MT)



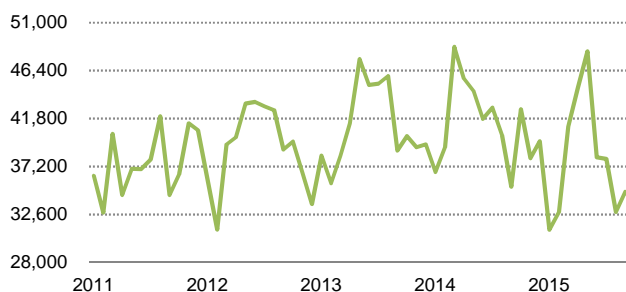
U.S. CHEESE EXPORTS (MT)



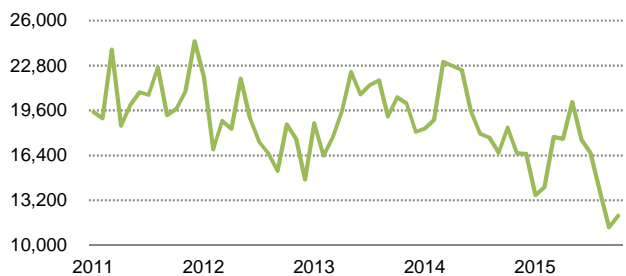
U.S. BUTTERFAT EXPORTS (MT)



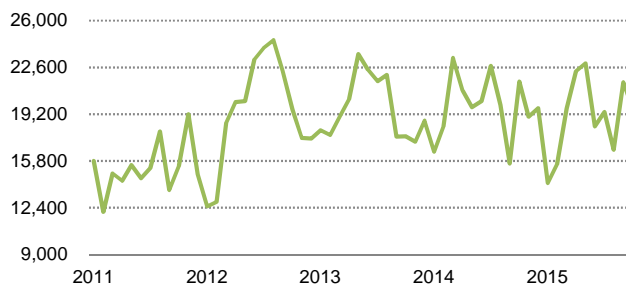
U.S. TOTAL WHEY EXPORTS (MT)



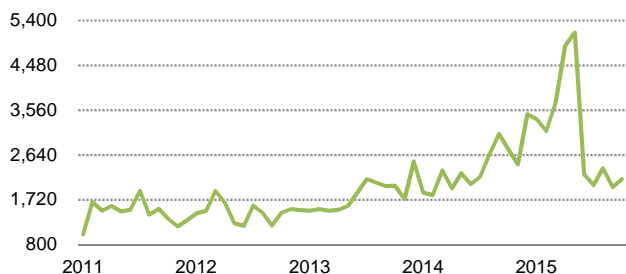
U.S. DRY WHEY EXPORTS (MT)



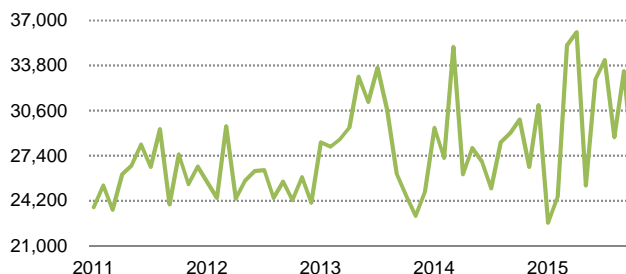
U.S. WPC EXPORTS (MT)



U.S. WPI EXPORTS (MT)



U.S. LACTOSE EXPORTS (MT)



Source: USDA, USDEC.