

## U.S. Exports

# Powder sales headline September export results

U.S. suppliers aggressively moved milk powder in September, drawing down inventories and boosting overall export volume after falling in each of the previous four months.

Suppliers shipped 149,451 tons of milk powders, cheese, butterfat, whey and lactose in September, up 9 percent from a year ago, and up 11 percent from August (on a daily-average basis). Total overseas sales were valued at \$399 million, down 18 percent from last year, but up 6 percent from August (daily average).

Exports of nonfat dry milk/skim milk powder (NDM/SMP) were 47,482 tons in September, the most since May, and 47 percent more than a year ago. Gains were driven by record shipments to Mexico – 27,440 tons, more than double last year’s sales. Suppliers also moved 2,519 tons of NDM/SMP to Pakistan, making it the third-largest customer for the month. In the first three quarters of the year, exports to Mexico and Pakistan were up 19 percent and 584 percent, respectively.

Two other product categories also posted noteworthy increases over prior-year levels. Whey protein concentrate exports were 21,531 tons, up 38 percent from a year ago, led by a big jump in sales to China.

Lactose exports were 33,398 tons, up 15 percent, paced by a large increase in shipments to New Zealand.

Other categories, however, continue to lag. Cheese exports were 22,192 tons, down 20 percent from last year. Volume has now trailed year-ago levels for 12 straight months. Shipments to South Korea (-51 percent), Japan (-46 percent) and the Middle East/North Africa region (-43 percent) were down significantly.

Exports of dry, sweet whey were just 11,269 tons, the lowest figure in 11 years. Sales to almost every major customer were down, led by a 64 percent fall-off in sales to China. Whey protein isolate exports were just 1,980 tons, down 35 percent, and here, too, sales to China were just a fraction of prior-year levels.

Butterfat exports were just 665 tons, the smallest figure since July 2009.

U.S. exports (on a total milk solids basis) were equivalent to 14.8 percent of U.S. milk solids production in September, bringing the year-to-date percentage to 14.3 percent. Imports were equivalent to 3.3 percent of production for the month, the lowest figure since April.

### U.S. Exports

	LATEST MONTH		SEPTEMBER (VOLUME, MT)	
	2013	2014	2015	% CHG
NDM/SMP	45,325	32,200	47,482	+47
WMP	4,734	3,196	2,974	-7
Cheese	25,659	27,860	22,192	-20
Butterfat	11,222	2,344	665	-72
Total Whey	38,733	35,267	34,780	-1
-Dry whey	19,172	16,588	11,269	-32
-WPC	17,559	15,609	21,531	+38
-WPI	2,002	3,069	1,980	-35
Lactose	26,107	29,014	33,398	+15
MPC	6,031	2,073	2,661	+28
Food preps (blends)	5,270	5,153	5,299	+3
<b>Aggregate volume*</b>	<b>163,080</b>	<b>137,106</b>	<b>149,451</b>	<b>+9</b>
Fluid milk (000 liters)	5,884	6,919	6,877	-1
<b>Total Value (millions) *</b>	<b>\$ 581.9</b>	<b>\$ 485.4</b>	<b>\$ 399.0</b>	<b>-18</b>

	YEAR-TO-DATE		JANUARY-SEPTEMBER (VOLUME, MT)	
	2013	2014	2015	% CHG
NDM/SMP	413,496	430,171	421,123	-2
WMP	28,401	42,838	29,043	-32
Cheese	229,712	290,250	245,411	-15
Butterfat	60,840	62,354	17,661	-72
Total Whey	375,743	374,596	341,671	-9
-Dry whey	177,789	177,325	142,397	-20
-WPC	182,247	177,083	170,409	-4
-WPI	15,707	20,189	28,865	+43
Lactose	269,011	255,193	273,027	+7
MPC	34,491	39,774	23,836	-40
Food preps (blends)	61,813	49,051	46,721	-5
<b>Aggregate volume*</b>	<b>1,473,507</b>	<b>1,544,228</b>	<b>1,398,493</b>	<b>-9</b>
Fluid milk (000 liters)	57,736	67,641	67,628	-0
<b>Total Value (millions) *</b>	<b>\$ 4,918.6</b>	<b>\$ 5,610.9</b>	<b>\$ 4,072.3</b>	<b>-27</b>

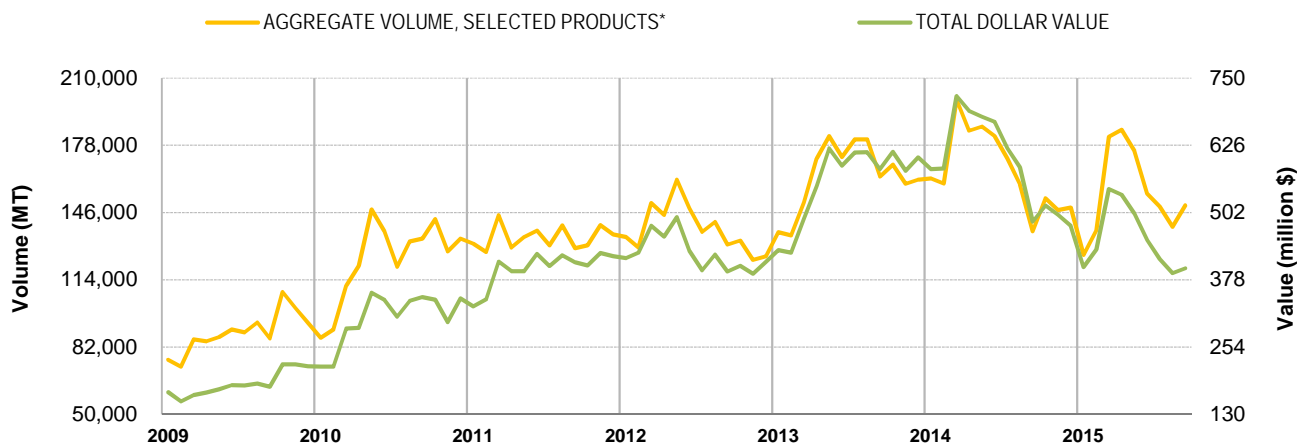
\* Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

Source: USDA, USDEC.

# U.S. Exports

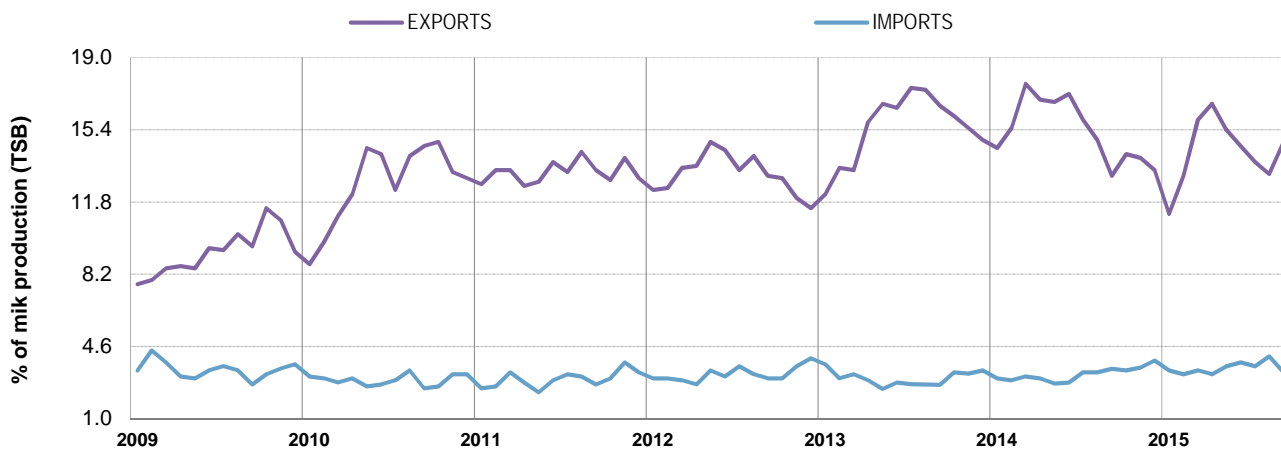
## U.S. EXPORTS

## 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-Sep 15	vs. yr ago
Mexico	\$ 960.7	-24%
Southeast Asia	698.2	-34%
Canada	414.3	-8%
China	356.8	-37%
So. Korea	252.8	-22%
Middle East/North Africa	216.0	-63%
Japan	213.9	-34%
South America	201.4	-3%
Oceania	174.2	-25%
Caribbean	157.4	-3%

### U.S. EXPORTS AS % OF PRODUCTION

	September	yr ago	Jan-Sep 15	yr ago
NDM/SMP	71%	46%	53%	54%
Total cheese	5.1%	6.6%	6.2%	7.5%
Butterfat	1.1%	3.9%	2.8%	9.9%
Dry sweet whey	32%	52%	43%	60%
Lactose	85%	70%	75%	65%
Total milk solids	14.8%	13.1%	14.3%	15.7%

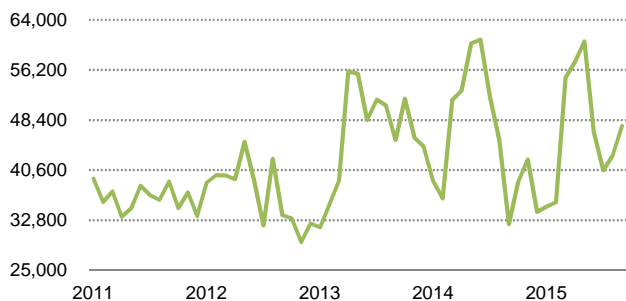
#### ACCESS U.S. EXPORT DATA ONLINE

Visit [usdec.org/research-and-data/market-data/us-export-data](http://usdec.org/research-and-data/market-data/us-export-data)

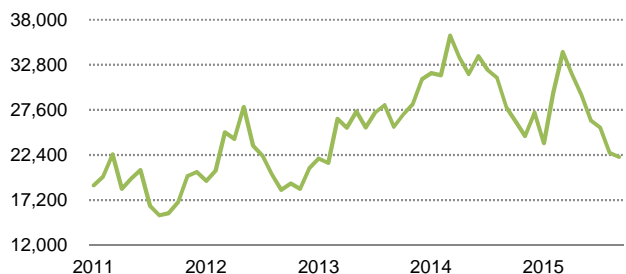
Source: USDA, USDEC, National Milk Producers Federation.

# U.S. Exports: Monthly Volume

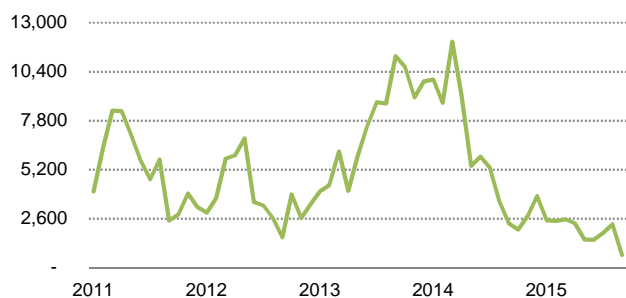
**U.S. NDM/SMP EXPORTS (MT)**



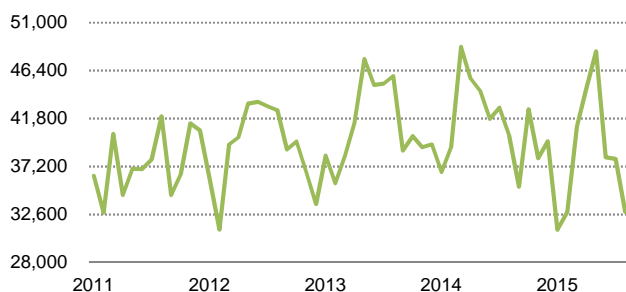
**U.S. CHEESE EXPORTS (MT)**



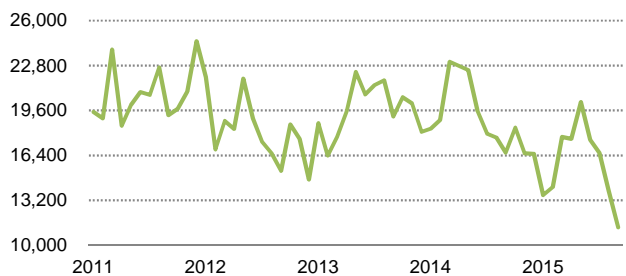
**U.S. BUTTERFAT EXPORTS (MT)**



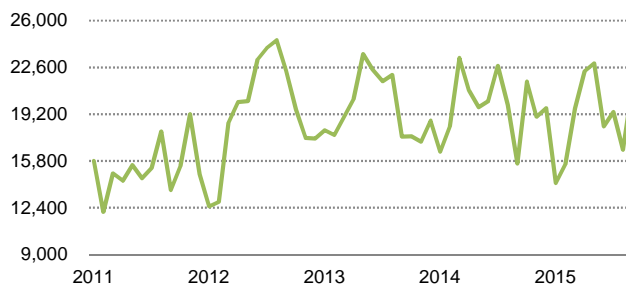
**U.S. TOTAL WHEY EXPORTS (MT)**



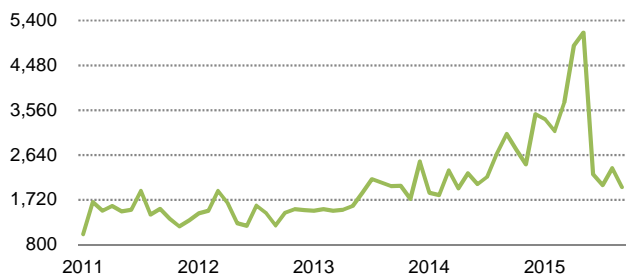
**U.S. DRY WHEY EXPORTS (MT)**



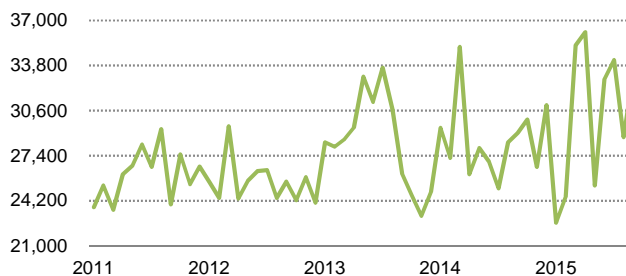
**U.S. WPC EXPORTS (MT)**



**U.S. WPI EXPORTS (MT)**



**U.S. LACTOSE EXPORTS (MT)**



Source: USDA, USDEC.