

U.S. Exports

April export volume can't match record 2018 sales

U.S. exports in April were on par with their pace of recent months, though they fell short of last April's record-high volumes.

Overall, suppliers shipped 169,072 tons of milk powders, cheese, butterfat, whey products, and lactose in April, about the same as the monthly average for the previous 10 months. However, this figure was off 22% from the all-time high volume of April 2018. Total U.S. exports were worth \$498.1 million, down 5%, year-over-year.

In the first four months of the year, overall volume is on track for the third-best year ever, only trailing the pace of 2018 and 2014. U.S. export value is up for the third straight year and represents the highest total since 2015.

Overall performance continues to be dragged down by lost sales to China due to retaliatory tariffs in place since last summer and further compounded by African swine fever's devastating impact on China's swine herd. In April, U.S. exports of milk powders, cheese, butterfat, whey products and lactose to China were down 64% from a year ago – a loss of 27,000 tons of product sales.

Cheese has been one of the bright spots this year, with exports up 7%

year-to-date and running at a five-year high. In April, volume was 32,434 tons, down 1%. Sales to Mexico were improved – the most in 10 months.

Key ingredient categories, however, are lagging the strong comparable figures from a year ago.

Exports of NDM/SMP were 56,671 tons in April, down 25% from last year's record-high level. Sales to Mexico, Southeast Asia (notably Indonesia and Malaysia), China and Pakistan were all significantly lower.

(USDEC has adjusted official U.S. Bureau of Census trade data for NDM/SMP and WMP since June 2016 to account for shipments we believe are misclassified,

Total U.S. whey exports were 37,238 tons, down 31% from last year. Shipments to China were just 7,122 tons, down 70%, and the lowest monthly volume in nearly nine years.

On a total milk solids basis, U.S. exports were equivalent to 14.4% of U.S. milk solids production in April. During the first four months of the year, exports were equivalent to 14.1% of production, compared with an average of 14.7% from 2014-18.

U.S. Exports

	LATEST MONTH				APRIL (VOLUME, MT)					YEAR-TO-DATE				JANUARY-APRIL (VOLUME, MT)			
	2017	2018	2019	% CHG	2017	2018	2019	% CHG		2017	2018	2019	% CHG	2017	2018	2019	% CHG
NDM/SMP*	55,159	76,052	56,671	-25	204,563	259,571	221,371	-15	NDM/SMP*	204,563	259,571	221,371	-15	204,563	259,571	221,371	-15
WMP*	2,190	5,154	2,485	-52	7,732	14,523	9,104	-37	WMP*	7,732	14,523	9,104	-37	7,732	14,523	9,104	-37
Cheese	26,892	32,865	32,434	-1	107,131	121,806	130,024	+7	Cheese	107,131	121,806	130,024	+7	107,131	121,806	130,024	+7
Butterfat	1,706	4,945	1,409	-71	6,676	13,146	9,128	-31	Butterfat	6,676	13,146	9,128	-31	6,676	13,146	9,128	-31
Total Whey	43,230	53,665	37,238	-31	172,428	201,569	146,445	-27	Total Whey	172,428	201,569	146,445	-27	172,428	201,569	146,445	-27
-Dry whey	16,917	18,246	14,034	-23	64,752	79,307	56,406	-29	-Dry whey	64,752	79,307	56,406	-29	64,752	79,307	56,406	-29
-WPC	10,575	19,773	8,898	-55	47,072	63,867	34,019	-47	-WPC	47,072	63,867	34,019	-47	47,072	63,867	34,019	-47
-Modified whey	12,897	12,278	10,430	-15	49,090	45,513	40,786	-10	-Modified whey	49,090	45,513	40,786	-10	49,090	45,513	40,786	-10
-WPI	2,841	3,368	3,877	+15	11,514	12,881	15,234	+18	-WPI	11,514	12,881	15,234	+18	11,514	12,881	15,234	+18
Lactose	30,867	37,986	31,106	-18	118,242	140,276	122,704	-13	Lactose	118,242	140,276	122,704	-13	118,242	140,276	122,704	-13
MPC	1,981	2,448	3,218	+31	8,051	9,786	11,583	+18	MPC	8,051	9,786	11,583	+18	8,051	9,786	11,583	+18
Food preps (blends)	4,642	5,003	4,512	-10	19,044	21,472	17,206	-20	Food preps (blends)	19,044	21,472	17,206	-20	19,044	21,472	17,206	-20
Aggregate volume**	166,666	218,118	169,072	-22	643,869	782,149	667,566	-15	Aggregate volume**	643,869	782,149	667,566	-15	643,869	782,149	667,566	-15
Milk/cream (000 liters)	8,519	10,612	12,123	+14	33,701	36,492	42,131	+15	Milk/cream (000 liters)	33,701	36,492	42,131	+15	33,701	36,492	42,131	+15
Total Value (millions) **	\$ 460.1	\$ 524.1	\$ 498.1	-5	\$ 1,793.0	\$ 1,911.6	\$ 1,934.4	+1	Total Value (millions) **	\$ 1,793.0	\$ 1,911.6	\$ 1,934.4	+1	\$ 1,793.0	\$ 1,911.6	\$ 1,934.4	+1

* U.S. Census Bureau data for NDM/SMP and WMP since June 2016 adjusted to reflect shipments to Mexico misclassified as WMP.

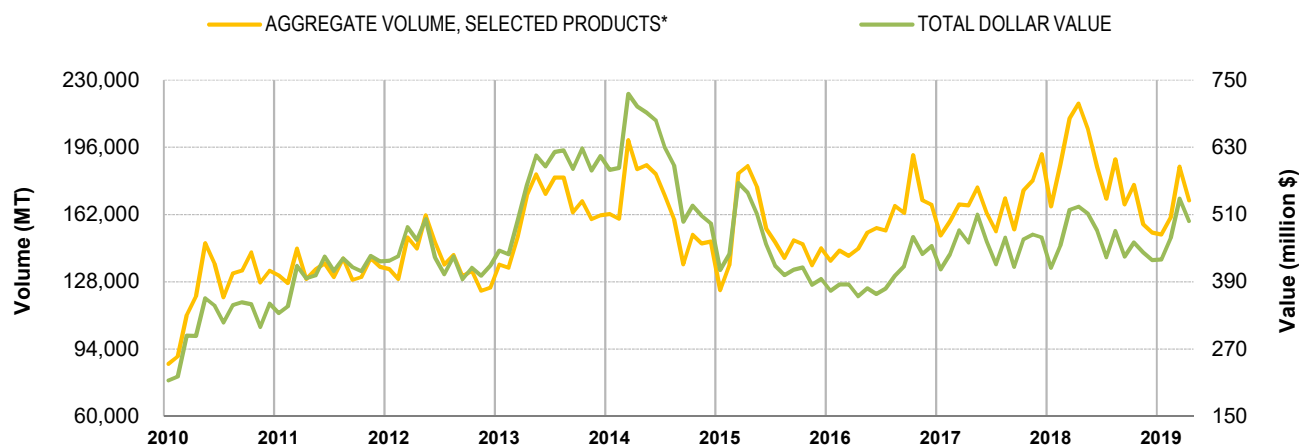
** Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

Source: USDEC, U.S. Bureau of Census.

U.S. Exports

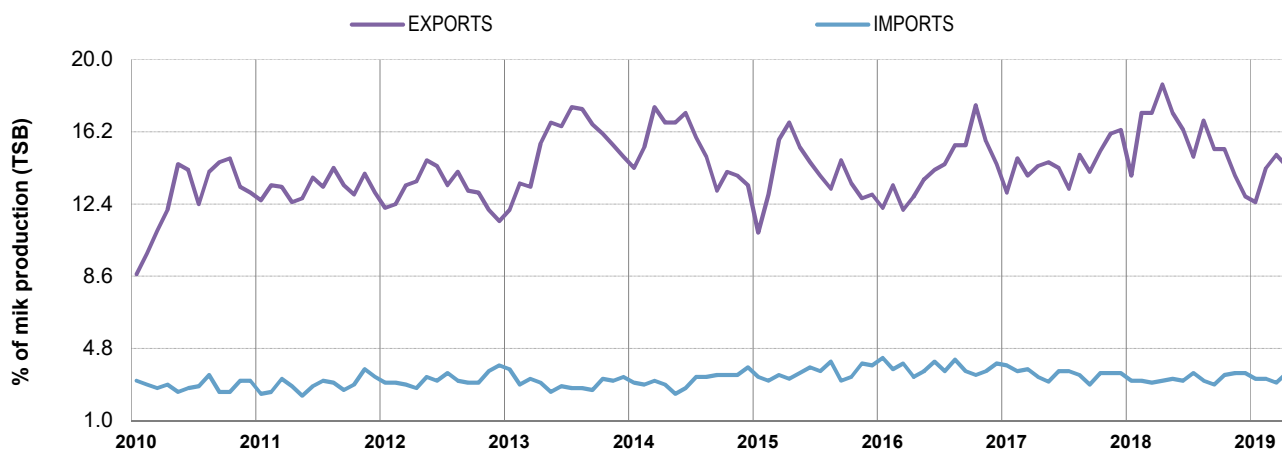
U.S. EXPORTS

VOLUME AND VALUE



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

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



U.S. DAIRY EXPORTS, TOP 10 MARKETS

(million \$)	April 19	vs. yr ago
Mexico	\$ 117.0	-4%
Southeast Asia	82.9	+2%
Canada	50.5	+1%
China	34.3	-43%
So. Korea	31.0	+13%
Japan	25.7	+6%
South America	25.7	+14%
Caribbean	24.4	+17%
Middle East/North Africa	22.4	-0%
Oceania	18.5	-19%

U.S. EXPORTS AS % OF PRODUCTION

	April	yr ago	Jan-Apr 19	yr ago
NDM/SMP	59%	76%	59%	68%
Total cheese	6.6%	6.7%	6.7%	6.3%
Butterfat	1.9%	6.2%	2.9%	4.1%
Dry sweet whey	42%	47%	41%	49%
Lactose	63%	90%	63%	82%
Total milk solids	14.4%	18.7%	14.1%	16.8%

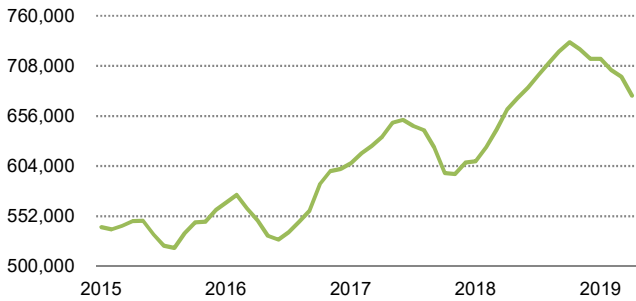
ACCESS U.S. EXPORT DATA ONLINE

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

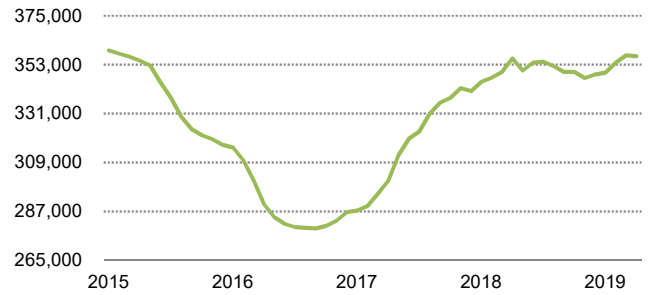
Source: USDEC, National Milk Producers Federation, U.S. Bureau of Census.

U.S. Exports: Rolling 12-Month Volume

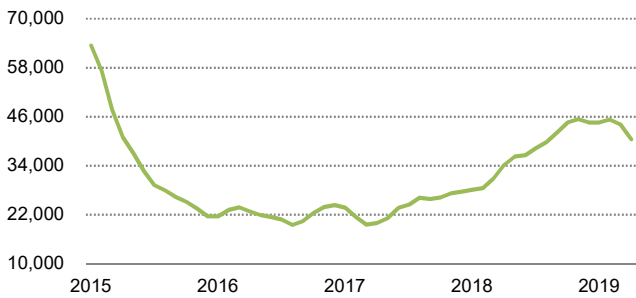
U.S. NDM/SMP EXPORTS (MT)



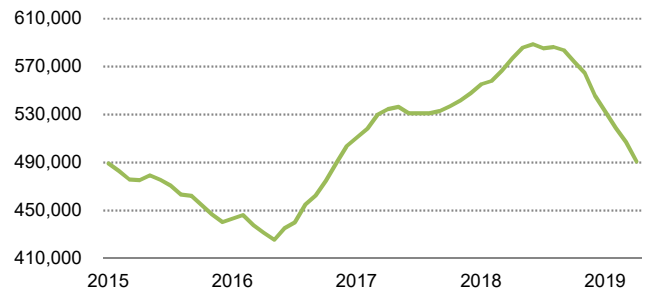
U.S. CHEESE EXPORTS (MT)



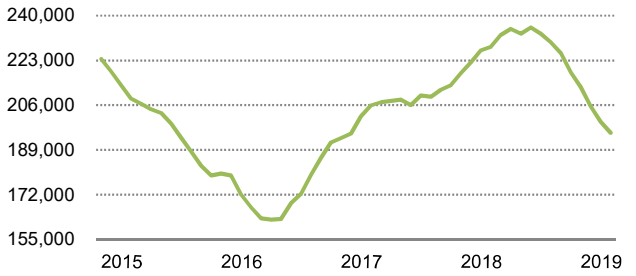
U.S. BUTTERFAT EXPORTS (MT)



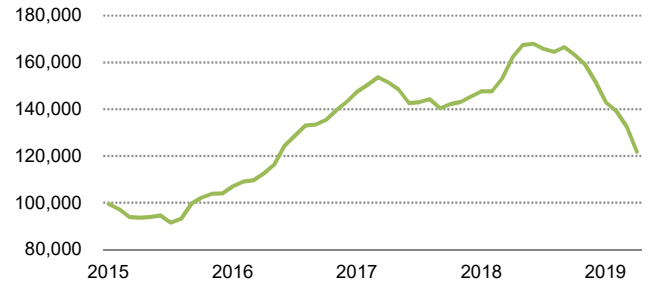
U.S. TOTAL WHEY* EXPORTS (MT)



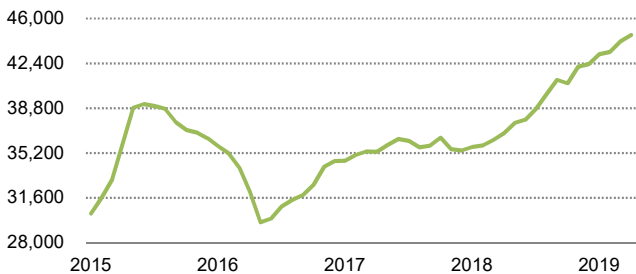
U.S. DRY WHEY EXPORTS (MT)



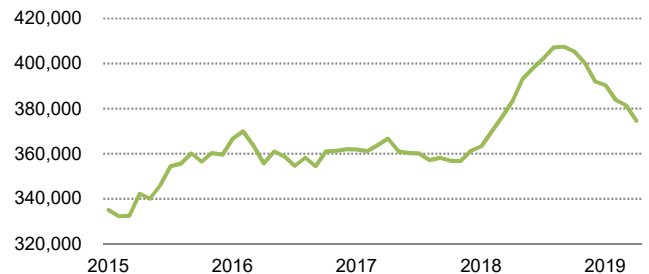
U.S. WPC EXPORTS (MT)



U.S. WPI EXPORTS (MT)



U.S. LACTOSE EXPORTS (MT)



* Total whey includes dry whey, WPC, modified whey products and WPI.

Source: USDEC, U.S. Bureau of Census.