

# U.S. Exports

## Value of U.S. exports hits 4-year high in May

Total U.S. dairy exports in May were valued at \$539.1 million, up 6% and the most in four years, fueled by an increase in cheese exports and aided by improved world prices. In the first five months of the year, overall volume is on track for the third-best year ever, only trailing the pace of 2018 and 2014.

May's exports continued trends of recent months. Overall volume trailed the strong levels of May 2018, but nearly all the shortfall came from lost sales to China. Shipments of milk powders, cheese, butterfat, whey products, and lactose to China were down 67%, while exports to the rest of the world were down just 1%. In total, U.S. export volume was off 13% from a year ago.

**Cheese** remains a bright spot. Exports in May were up 11%, and year-to-date volume is the highest in five years. Shipments to Southeast Asia, Japan and South Korea were all up by more than 1,000 tons from a year ago. Sales to Indonesia were particularly strong (1,317 tons, up five-fold and the most in six years). However, in Mexico, the largest market for U.S. cheese, exports are down 7% year to date.

Exports of **NDM/SMP** were 63,607 tons in May, the most in 12 months. Sales to Mexico and Peru were the most in nine and 15 months, respectively. These gains were offset by continued declines in exports to

China and Pakistan.

*(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)*

The **whey** category is where the lost sales to China show up most dramatically. Total U.S. whey exports were 37,961 tons in May, down 29% from last year. Shipments to China were just 6,931 tons, down 67% and the lowest monthly volume in nearly nine years. Dry whey sales to China were the lowest in 11 years (-83% year-over-year), and whey protein concentrate and modified whey (permeate) exports were off 60% from a year ago.

U.S. suppliers were able to divert some sales to Southeast Asia (led by Thailand and Malaysia), where total whey volumes reached a record high 11,525 tons in May (+17%).

On a total milk solids basis, U.S. exports were equivalent to 14.7% of U.S. milk solids production in May. During the first five months of the year, exports were equivalent to 14.2% of production, compared with an average of 14.7% from 2014-18.

### U.S. Exports

	LATEST MONTH				MAY (VOLUME, MT)					YEAR-TO-DATE				JANUARY-MAY (VOLUME, MT)			
	2017	2018	2019	% CHG	2017	2018	2019	% CHG		2017	2018	2019	% CHG	2017	2018	2019	% CHG
NDM/SMP*	58,962	70,204	63,607	-9	NDM/SMP*	263,525	328,835	284,979	-13								
WMP*	1,824	4,064	2,675	-34	WMP*	9,471	18,567	11,779	-37								
Cheese	35,364	29,872	33,123	+11	Cheese	142,401	151,791	163,147	+7								
Butterfat	1,788	3,955	2,343	-41	Butterfat	8,465	17,184	11,470	-33								
Total Whey	44,543	53,303	37,961	-29	Total Whey	216,787	255,121	184,406	-28								
-Dry whey	17,601	22,425	13,144	-41	-Dry whey	82,353	102,703	69,550	-32								
-WPC	9,991	14,975	11,674	-22	-WPC	56,923	77,996	45,693	-41								
-Modified whe	13,713	11,813	9,518	-19	-Modified whey	62,802	57,346	50,304	-12								
-WPI	3,239	4,090	3,625	-11	-WPI	14,709	17,076	18,858	+10								
Lactose	25,138	34,842	30,008	-14	Lactose	143,353	175,222	152,713	-13								
MPC	2,436	2,882	3,135	+9	MPC	10,488	12,665	14,718	+16								
Food preps (blends)	5,559	5,754	4,983	-13	Food preps (blends)	24,592	27,259	22,189	-19								
<b>Aggregate volume**</b>	<b>175,615</b>	<b>204,876</b>	<b>177,835</b>	<b>-13</b>	<b>Aggregate volume**</b>	<b>819,082</b>	<b>986,644</b>	<b>845,401</b>	<b>-14</b>								
Milk/cream (000 liters)	9,383	9,534	11,792	+24	Milk/cream (000 liters)	43,085	45,831	53,923	+18								
<b>Total Value (millions) **</b>	<b>\$ 509.5</b>	<b>\$ 509.9</b>	<b>\$ 539.1</b>	<b>+6</b>	<b>Total Value (millions) **</b>	<b>\$ 2,301.1</b>	<b>\$ 2,417.3</b>	<b>\$ 2,473.5</b>	<b>+2</b>								

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

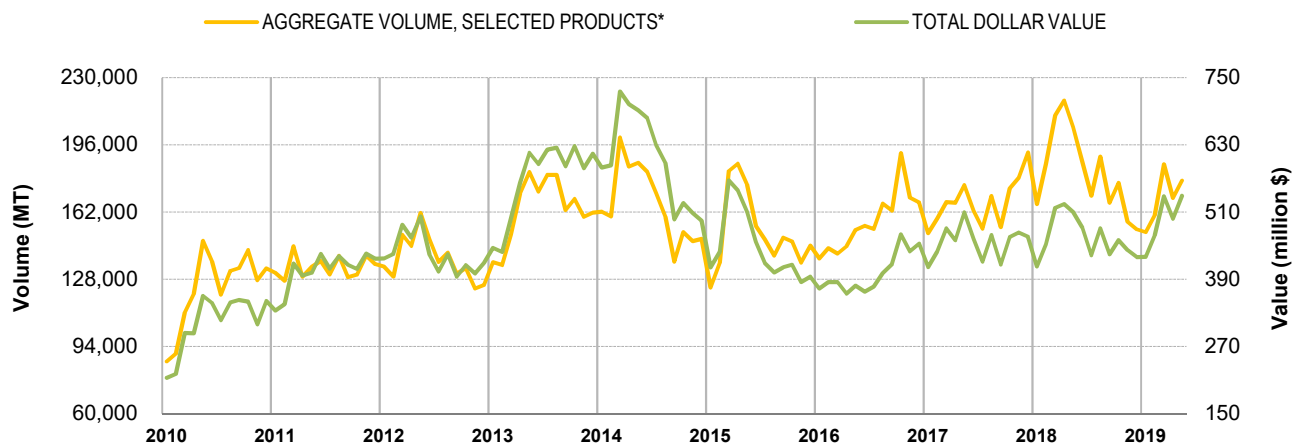
\*\* Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

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

# U.S. Exports

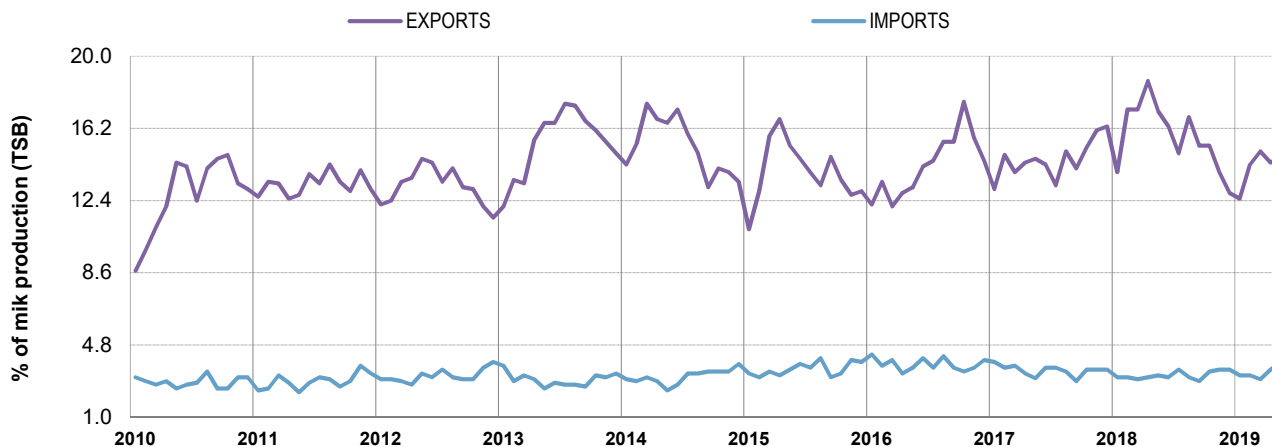
## U.S. EXPORTS

## 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 \$)	May 19	vs. yr ago
Mexico	\$ 140.8	+11%
Southeast Asia	84.2	+38%
Canada	65.2	+16%
So. Korea	34.5	+14%
China	31.2	-44%
South America	29.6	+17%
Japan	25.4	+28%
Caribbean	25.0	+24%
Middle East/North Africa	20.4	-21%
Oceania	18.5	+23%

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

	May	yr ago	Jan-May 19	yr ago
NDM/SMP	69%	71%	61%	55%
Total cheese	6.6%	6.1%	6.7%	6.0%
Butterfat	3.2%	5.1%	3.0%	2.2%
Dry sweet whey	37%	58%	40%	44%
Lactose	60%	80%	62%	68%
Total milk solids	14.7%	17.1%	14.2%	16.8%

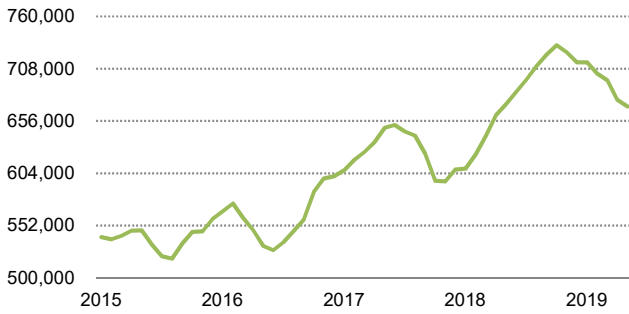
### ACCESS U.S. EXPORT DATA ONLINE

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

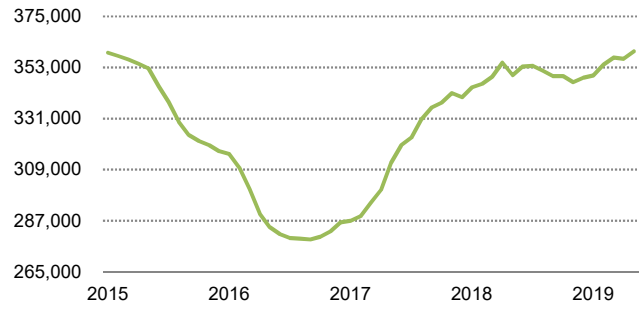
Source: USDEC, National Milk Producers Federation, U.S. Bureau of Census.

# U.S. Exports: Rolling 12-Month Volume

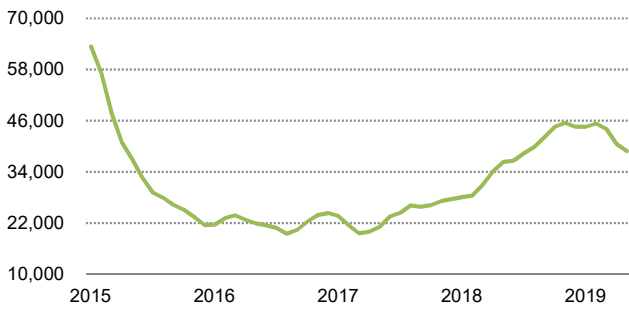
**U.S. NDM/SMP EXPORTS (MT)**



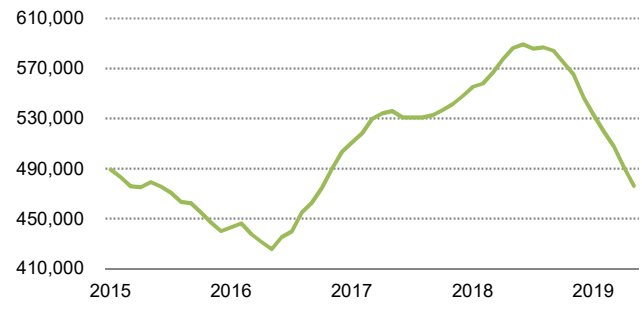
**U.S. CHEESE EXPORTS (MT)**



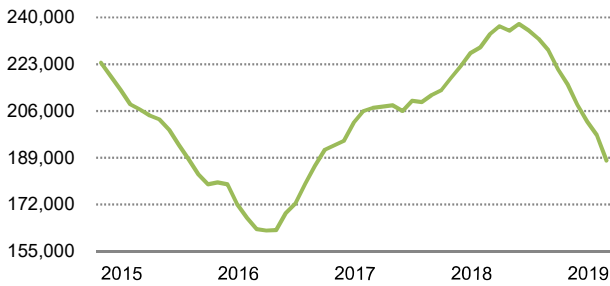
**U.S. BUTTERFAT EXPORTS (MT)**



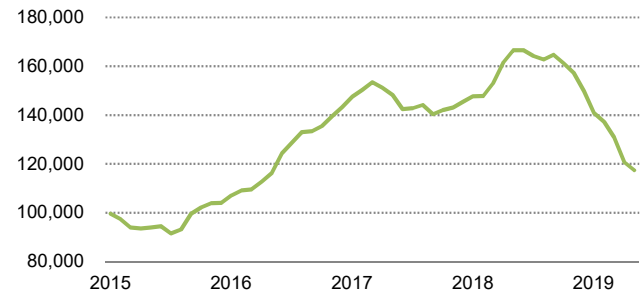
**U.S. TOTAL WHEY\* EXPORTS (MT)**



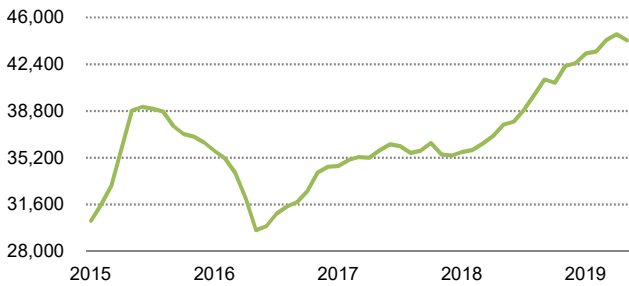
**U.S. DRY WHEY EXPORTS (MT)**



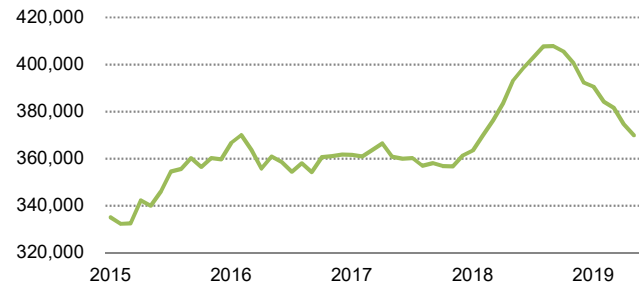
**U.S. WPC EXPORTS (MT)**



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



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



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