

CHINA SHOULD EYE THE U.S. FOR DAIRY PRODUCTS

China must increase purchases of U.S. dairy and reduce retaliatory tariffs to expand market access share

The Phase One trade agreement with China made important advances on nontariff issues harming U.S. dairy trade, but our exporters have yet to see a surge in sales.



Retaliatory Chinese tariffs and the challenges created by the exemption process have also restricted opportunities for growth of U.S. dairy exports, which largely rely on long-term contracts.

January-July 2020
\$2.5 billion



U.S. Census Data



China has failed to prioritize U.S. dairy and significantly increase purchases of U.S. agriculture to meet their Phase One agreement commitments. Exports are a critical part of the economic health of dairy producers, manufacturers and the rural community. Additional Chinese purchases could help the rural economy rebound.



U.S. dairy exports are still below even the 2017 sales baseline and the U.S. has not seen significant upticks in the purchases of dairy products, besides whey.

Retaliatory tariffs have steeply disadvantaged the U.S. industry compared to its competitors and allowed them to further expand their market share at America's expense, harming U.S. farmers, manufacturers and exporters. One-year tariff waivers and greater purchases are the keys to addressing that.



U.S. Dairy
Export Council.

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*For more about the economic impact of China's retaliatory tariffs, read Informa Agribusiness Consulting's 2018 study.