

U.S. Exports

U.S. exports up for 7th straight month

U.S. dairy exporters topped year-earlier levels for the seventh straight month in March, despite disruptions resulting from the coronavirus outbreak.

In March, U.S. suppliers shipped 190,456 tons of milk powders, cheese, whey products, lactose and butterfat, 2% more than the year before. This is the highest figure since May 2018. On a solids basis, exports were up 3%. Meanwhile, the value of all exports was the most since August 2014 – \$592.0 million, 10% more than a year ago.

Southeast Asia continues to be the main source of growth for U.S. suppliers. Shipments of SMP, WMP, whey, lactose and cheese were a record-high 49,729 tons in March, up 10%. Export value was just shy of \$120 million, up 33% and the best month in more than five years. In the first quarter, the value of U.S. exports to the region were up 54% from a year ago (*all Q1 percentages adjusted for leap day*), led by a 40% increase in SMP sales and a 27% gain in cheese volume.

In all, NDM/SMP exports were 62,346 tons, up 4%. In addition to stronger sales to Indonesia and Malaysia, shipments to the MENA region were the most since July 2014 and suppliers grew sales to Colombia. These gains were partially offset by a 19% drop in volume to Mexico, which saw the lightest *volume (daily-average basis)* since

January 2018.

Whey volumes continued to improve, posting a 7% gain. Volume of 44,380 tons was the highest in 19 months. The recovery in sales to China was noteworthy, with shipments reaching 12,793 tons, up 17%. In the first quarter, U.S. whey exports were China were up 21%.

Higher-protein whey products fared well in the first quarter, with WPC up 24% and whey protein isolate (WPI) up 30%.

Meanwhile, total cheese exports were 33,356 tons in March, the most in 10 months, but down 10% from last March's record volume. Sales to Mexico and Australia were higher than last year, but shipments to South Korea, Japan and the MENA region continued to lag.

Lactose exports were 32,634 tons, down 8% from last year but in line with volume from the previous five months.

On a total milk solids basis, U.S. exports were equivalent to 15.1% of U.S. milk solids production in March. In the first quarter of the year, exports were 14.9% of production.

U.S. Exports

	LATEST MONTH				MARCH (VOLUME, MT)					YEAR-TO-DATE				JANUARY-MARCH (VOLUME, MT)			
	2018	2019	2020	% CHG	2018	2019	2020	% CHG		2018	2019	2020	% CHG	2018	2019	2020	% CHG
NDM/SMP*	66,786	60,151	62,346	+4	182,495	164,701	186,360	+12	182,495	164,701	186,360	+12	182,495	164,701	186,360	+12	
WMP*	6,193	1,485	3,923	+164	9,349	6,619	9,524	+42	9,349	6,619	9,524	+42	9,349	6,619	9,524	+42	
Cheese	34,157	37,190	33,356	-10	88,931	97,591	92,264	-6	88,931	97,591	92,264	-6	88,931	97,591	92,264	-6	
Butterfat	3,798	2,503	1,836	-27	8,285	7,718	5,405	-31	8,285	7,718	5,405	-31	8,285	7,718	5,405	-31	
Total Whey	53,161	41,469	44,380	+7	148,080	109,207	125,304	+13	148,080	109,207	125,304	+13	148,080	109,207	125,304	+13	
-Dry whey	22,179	15,968	17,371	+9	61,346	42,373	46,132	+8	61,346	42,373	46,132	+8	61,346	42,373	46,132	+8	
-WPC	16,450	10,099	9,808	-3	43,943	25,121	31,442	+24	43,943	25,121	31,442	+24	43,943	25,121	31,442	+24	
-Modified whey	11,171	11,162	12,329	+10	33,235	30,357	32,796	+7	33,235	30,357	32,796	+7	33,235	30,357	32,796	+7	
-WPI	3,361	4,240	4,871	+15	9,556	11,357	14,935	+30	9,556	11,357	14,935	+30	9,556	11,357	14,935	+30	
Lactose	38,162	35,584	32,634	-8	102,353	91,599	97,448	+5	102,353	91,599	97,448	+5	102,353	91,599	97,448	+5	
MPC	2,482	3,395	5,550	+63	7,338	8,365	12,578	+49	7,338	8,365	12,578	+49	7,338	8,365	12,578	+49	
Food preps (blends)	6,152	4,409	6,431	+46	16,511	12,694	16,163	+26	16,511	12,694	16,163	+26	16,511	12,694	16,163	+26	
Aggregate volume**	210,891	186,185	190,456	+2	563,343	498,494	545,044	+8	563,343	498,494	545,044	+8	563,343	498,494	545,044	+8	
Milk/cream (000 liters)	10,003	10,329	10,205	-1	25,710	30,008	28,231	-7	25,710	30,008	28,231	-7	25,710	30,008	28,231	-7	
Total Value (millions)**	\$ 518.5	\$ 539.1	\$ 592.0	+10	\$ 1,385.2	\$ 1,438.2	\$ 1,675.8	+15	\$ 1,385.2	\$ 1,438.2	\$ 1,675.8	+15	\$ 1,385.2	\$ 1,438.2	\$ 1,675.8	+15	

* 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.

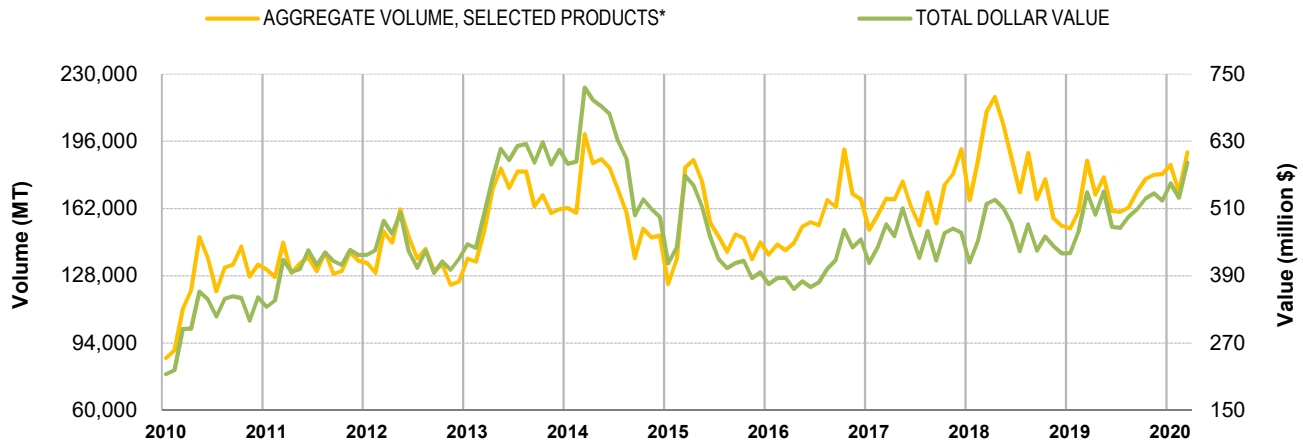
Percent changes adjusted for leap day in 2020.

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

U.S. Exports

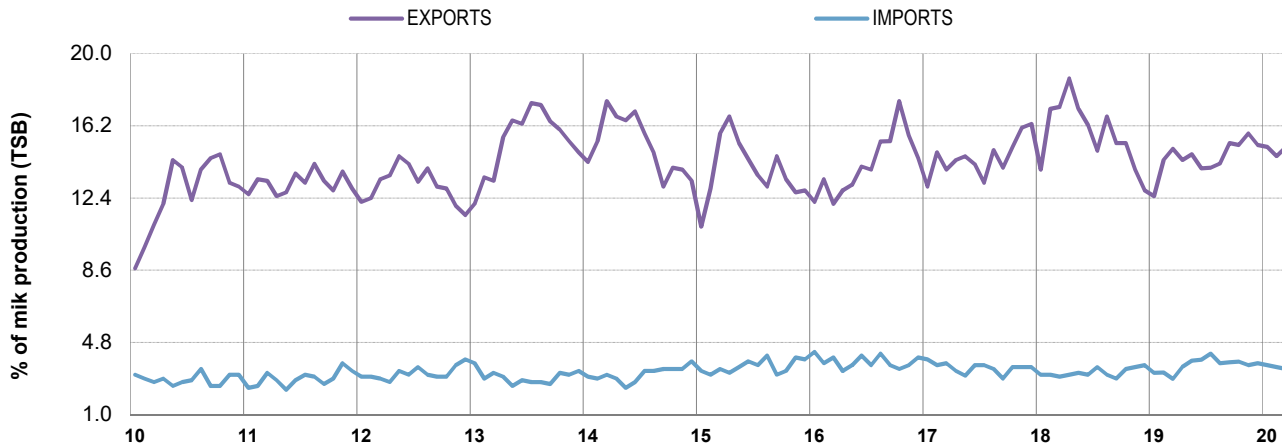
U.S. EXPORTS

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 \$)	Mar 20	vs. yr ago
Mexico	\$ 120.2	+8%
Southeast Asia	119.8	+33%
Canada	77.0	+4%
South America	36.2	+37%
Middle East/North Africa	35.6	+32%
So. Korea	34.3	-15%
China	32.8	-17%
Oceania	26.9	+16%
Japan	26.8	-6%
Caribbean	24.9	+6%

U.S. EXPORTS AS % OF PRODUCTION

	March	yr ago	Jan-Mar 20	yr ago
NDM/SMP	64%	63%	66%	59%
Total cheese	6.5%	7.3%	6.2%	6.6%
Butterfat	2.1%	3.1%	2.1%	3.1%
Dry sweet whey	47%	45%	42%	40%
Lactose	75%	69%	79%	62%
Total milk solids	15.1%	15.0%	14.9%	14.0%

ACCESS U.S. EXPORT DATA ONLINE

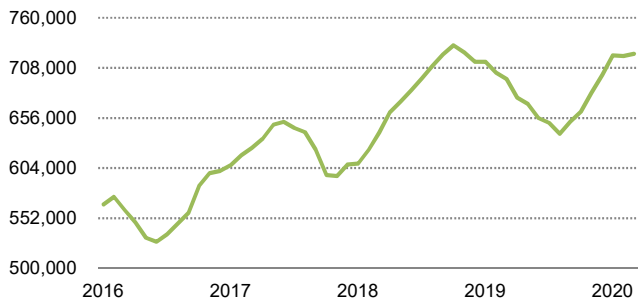
Visit usdec.org/research-and-data/market-data/us-export-data

Percent changes adjusted for leap day.

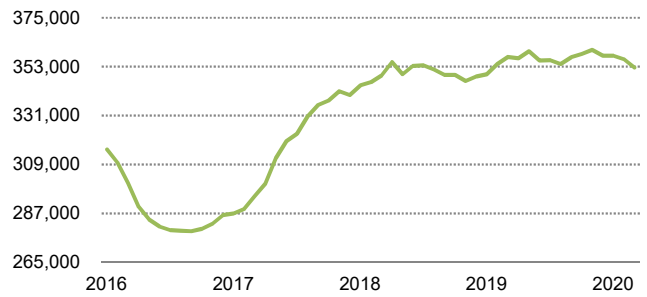
Source: USDEC, National Milk Producers Federation, U.S. Bureau of Census.

U.S. Exports: Rolling 12-Month Volume

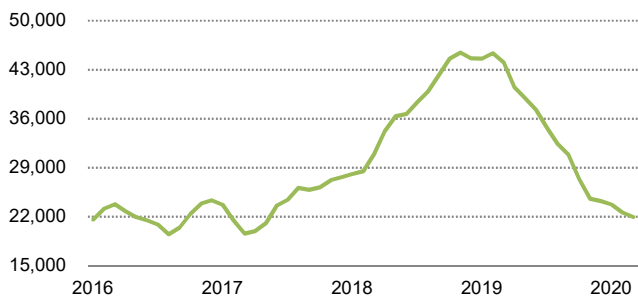
U.S. NDM/SMP EXPORTS (MT)



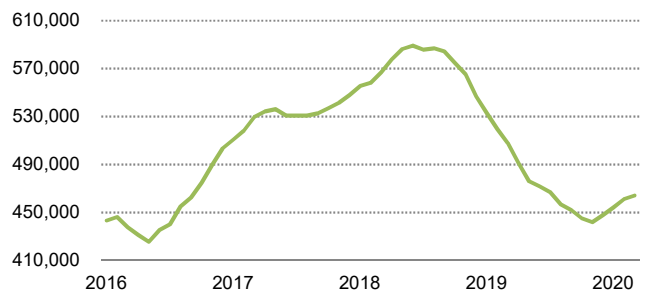
U.S. CHEESE EXPORTS (MT)



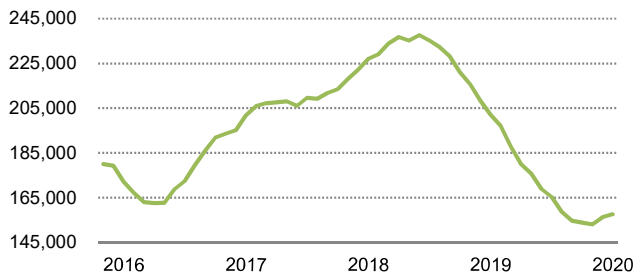
U.S. BUTTERFAT EXPORTS (MT)



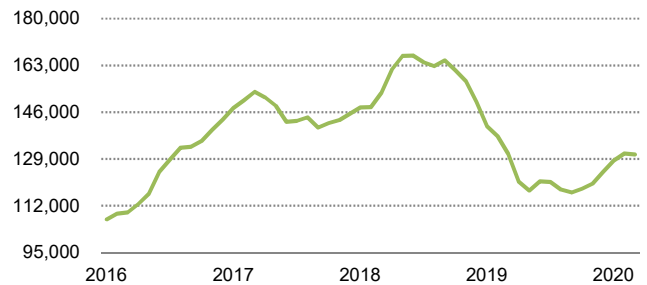
U.S. TOTAL WHEY* EXPORTS (MT)



U.S. DRY WHEY EXPORTS (MT)



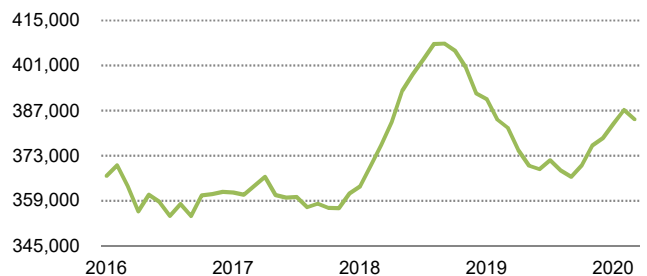
U.S. WPC EXPORTS (MT)



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.