

U.S. Exports

U.S. milk powder exports set another record in 2015

Nonfat dry milk/skim milk powder (NDM/SMP) exports jumped 36 percent above year ago levels during December. This brought the 2015 export total ahead of last year's record (+3 percent) with more than 60% of the sales growth coming from Mexico. NDM/SMP exports to Peru also contributed with exports to the country achieving a new record high and totaling 4,311 tons during December which bested the 2,370 tons exported to the country during November.

Including all dairy products, U.S. exports totaled \$384 million during December, down 20 percent from the previous year. On a volume basis, aggregate dairy exports were 3% below year-ago levels during the month. While shipments of nonfat dry milk/skim milk powder (NDM/SMP) surged higher, the gains were not enough to offset lower export volumes across all other dairy product categories.

Total cheese exports of 24,787 tons were down 9 percent from the prior year with significant gains in the Middle Eastern/North African, Australian and Central American markets -- 3rd, 4th and 5th largest U.S. markets respectively-- unable to offset slower buying out of Mexico, South Korea and Japan (the top 3).

Whey product shipments totaled 31,782 tons and were 20% below

one year ago levels; the fourth smallest in 4 years. Meanwhile, exports of lactose were down 3 percent during December as orders from Southeast Asia, China and New Zealand, slowed

Also down, butterfat exports came in 51 percent below year-ago levels with shipments to Iran, Egypt, Morocco and Turkey nonexistent for the third consecutive month. During 2015, 8,966 tons butterfat were exported to the Middle East/North Africa (ME/NA) region. Contrast this with 2014 when ME/NA shipments totaled 43,829 tons and 58,063 tons in 2013.

During all of 2015, U.S. dairy exports amounted to \$5.241 billion, nearly two billion dollars less than the 2014 record (\$7.1 billion). In terms of annual comparisons, 2012 is the most similar when dairy product exports added up to \$5.123 billion.

While total export dollars declined 26% during 2015, much of the declines were due to price deflation. On a volume basis, aggregate exports were just 8% less than one year ago.

On a total milk solids basis, U.S. exports were equivalent to 12.8 percent of U.S. milk production in December and imports were equivalent to 3.8 percent of production. During all of 2015, exports totaled 14 percent of US milk production and imports, 3.6 percent.

U.S. Exports

	LATEST MONTH		DECEMBER (VOLUME, MT)		% CHG
	2013	2014	2015		
NDM/SMP	44,239	34,096	46,199		+36
WMP	3,776	4,275	776		-82
Cheese	31,167	27,317	24,787		-9
Butterfat	9,890	3,798	1,856		-51
Total Whey	39,323	39,633	31,782		-20
-Dry whey	18,086	16,514	12,547		-24
-WPC	18,728	19,641	16,248		-17
-WPI	2,508	3,478	2,988		-14
Lactose	24,834	30,984	30,207		-3
MPC	3,577	3,909	2,632		-33
Food preps (blends)	4,848	4,424	5,607		+27
Aggregate volume*	161,654	148,435	143,846		-3
Fluid milk (000 liters)	6,842	7,418	6,454		-13
Total Value (millions) *	\$ 604.0	\$ 477.4	\$ 384.4		-20

	YEAR-TO-DATE		JANUARY-DECEMBER (VOLUME, MT)		% CHG
	2013	2014	2015		
NDM/SMP	555,121	545,269	559,735		+3
WMP	39,141	54,479	33,787		-38
Cheese	316,185	368,384	316,709		-14
Butterfat	90,430	70,913	21,494		-70
Total Whey	494,233	494,932	437,579		-12
-Dry whey	236,507	228,761	178,963		-22
-WPC	235,762	237,305	222,373		-6
-WPI	21,964	28,866	36,244		+26
Lactose	341,547	342,748	360,176		+5
MPC	49,126	51,944	30,885		-41
Food preps (blends)	77,685	63,970	65,167		+2
Aggregate volume*	1,963,470	1,992,639	1,825,531		-8
Fluid milk (000 liters)	78,102	90,245	88,883		-2
Total Value (millions) *	\$ 6,715.3	\$ 7,100.3	\$ 5,241.4		-26

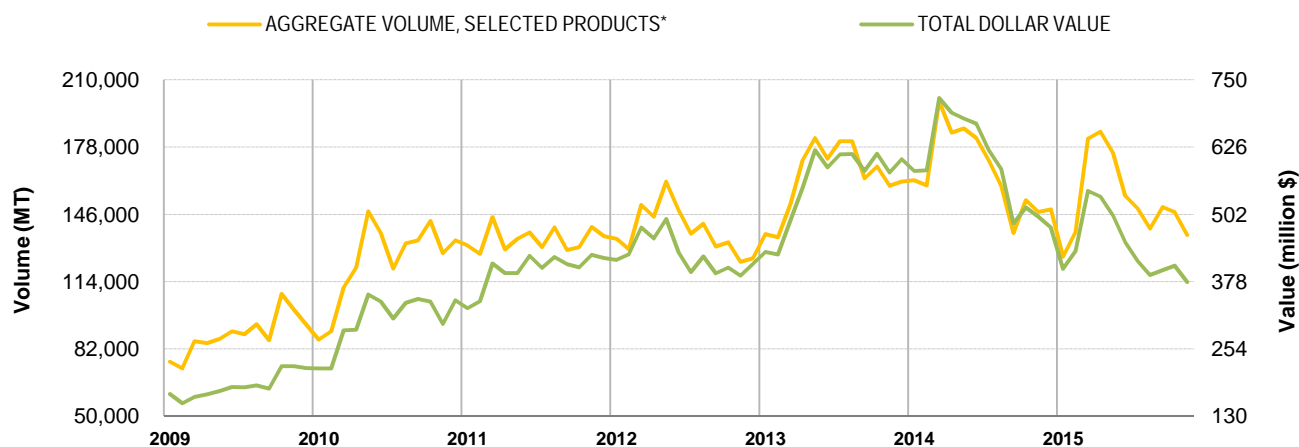
* Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

Source: USDA, USDEC.

U.S. Exports

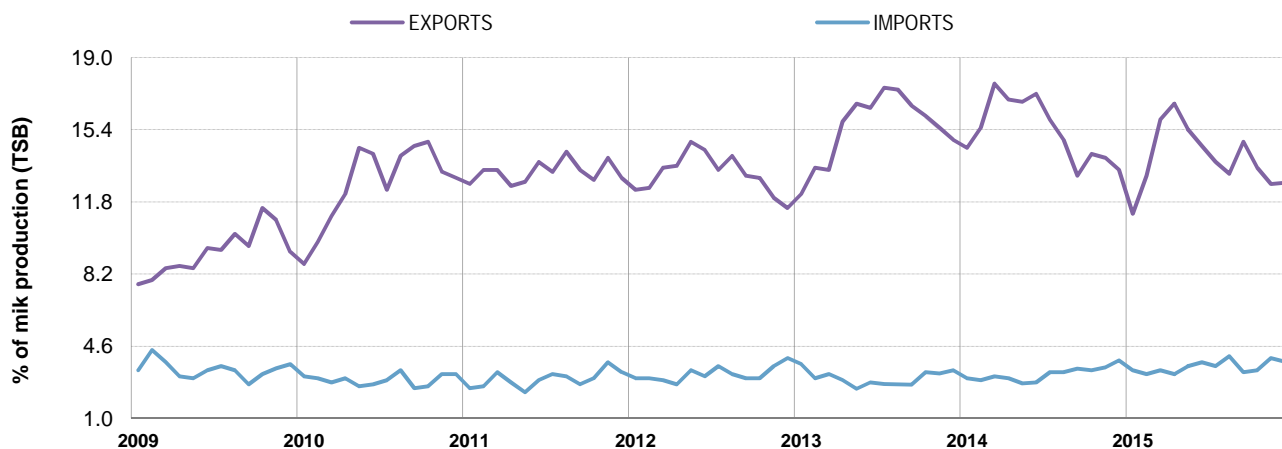
U.S. EXPORTS

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-Dec 15	vs. yr ago
Mexico	\$ 1,281.7	-22%
Southeast Asia	853.4	-35%
Canada	554.2	-6%
China	450.4	-35%
So. Korea	305.6	-27%
South America	280.8	-4%
Japan	272.3	-33%
Middle East/North Africa	264.9	-59%
Oceania	217.2	-27%
Caribbean	211.7	-5%

U.S. EXPORTS AS % OF PRODUCTION

	December	yr ago	Jan-Dec 15	yr ago
NDM/SMP	49%	36%	54%	52%
Total cheese	5.6%	6.0%	6.0%	7.1%
Butterfat	2.3%	11.1%	2.6%	8.4%
Dry sweet whey	30%	16%	40%	58%
Lactose	76%	74%	75%	67%
Total milk solids	12.8%	13.4%	14.0%	15.3%

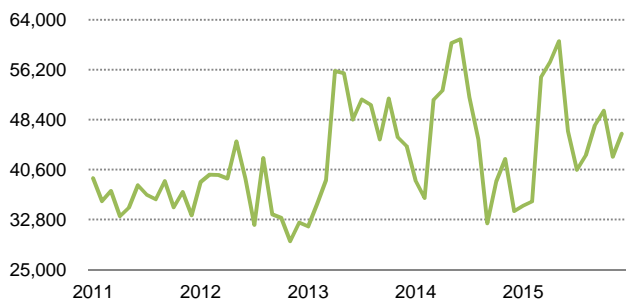
ACCESS U.S. EXPORT DATA ONLINE

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

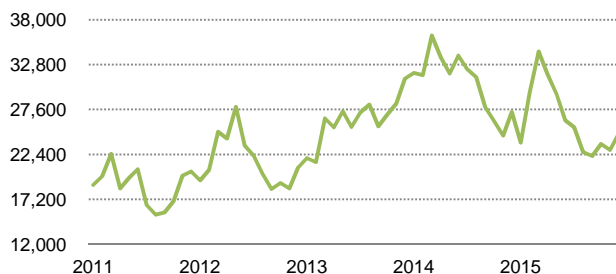
Source: USDA, USDEC, National Milk Producers Federation.

U.S. Exports: Monthly Volume

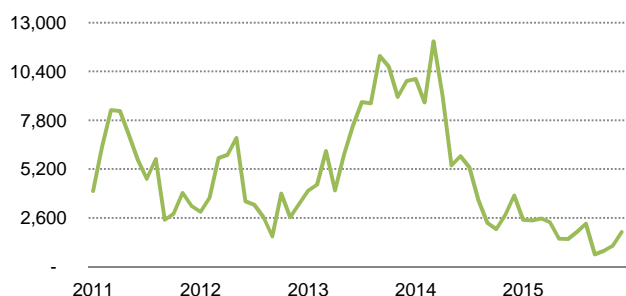
U.S. NDM/SMP EXPORTS (MT)



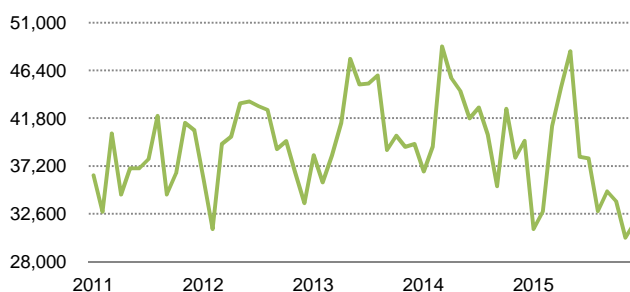
U.S. CHEESE EXPORTS (MT)



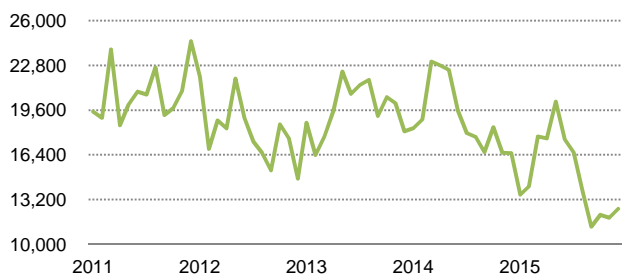
U.S. BUTTERFAT EXPORTS (MT)



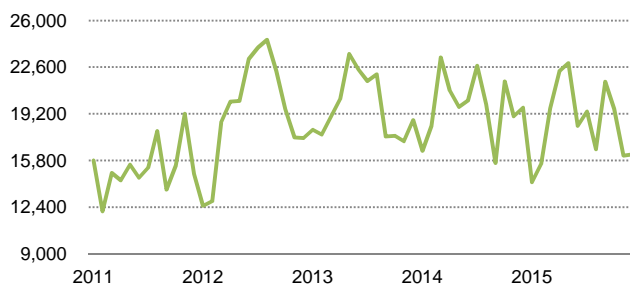
U.S. TOTAL WHEY EXPORTS (MT)



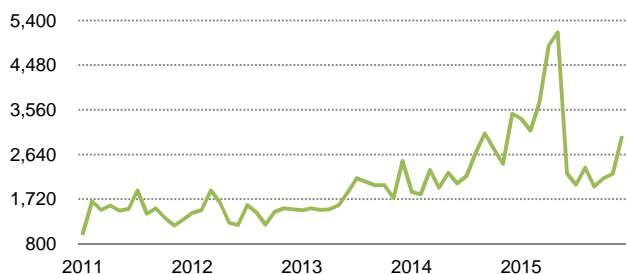
U.S. DRY WHEY EXPORTS (MT)



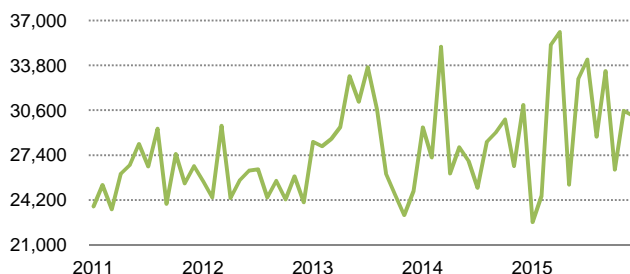
U.S. WPC EXPORTS (MT)



U.S. WPI EXPORTS (MT)



U.S. LACTOSE EXPORTS (MT)



Source: USDA, USDEC.