



U.S. Dairy  
Export Council

Ingredients | Products | Global Markets



# U.S. Dairy Export Data: Oct 2020



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# Summary



# Year-To-Date Performance: January - October

Category	2018	2019	2020	'19-'20 % Change	'19-'20 Vol Change	Unit
<b>Total Export Value</b>	<b>\$4,713.1</b>	<b>\$4,958.0</b>	<b>\$5,549.7</b>	<b>11.9%</b>	<b>\$591.6</b>	<b>Million \$</b>
<b>Total Milk Solids</b>	<b>1,709,388</b>	<b>1,519,068</b>	<b>1,760,205</b>	<b>15.9%</b>	<b>241,136</b>	<b>MT</b>
SMP/NFDM	613,898	564,598	691,670	22.5%	127,072	MT
Dry Whey Products	470,853	369,119	455,005	23.3%	85,886	MT
<i>Whey (0404.10)</i>	<i>436,064</i>	<i>332,330</i>	<i>407,314</i>	<i>22.6%</i>	<i>74,984</i>	<i>MT</i>
<i>WPC80+</i>	<i>34,789</i>	<i>36,789</i>	<i>47,691</i>	<i>29.6%</i>	<i>10,902</i>	<i>MT</i>
Cheese	292,723	301,970	306,399	1.5%	4,429	MT
Lactose	339,099	316,359	322,652	2.0%	6,292	MT
WMP	42,287	30,128	31,660	5.1%	1,532	MT
Butterfat	38,238	21,000	20,639	-1.7%	-361	MT
MPC	26,866	28,447	36,230	27.4%	7,783	MT
Infant Formula	27,808	26,936	28,003	4.0%	1,067	MT
Evap/Cond Milk	13,355	13,951	8,819	-36.8%	-5,132	MT
Casein	2,503	2,199	2,496	13.5%	298	MT
Fluid Milk/Cream	96,162	110,154	109,500	-0.6%	-653	000 L

# Month Of Performance: October

Category	2018	2019	2020	'19-'20 % Change	'19-'20 Vol Change	Unit
<b>Total Export Value</b>	<b>\$458.1</b>	<b>\$528.4</b>	<b>\$563.3</b>	<b>6.6%</b>	<b>\$34.9</b>	<b>Million \$</b>
<b>Total Milk Solids</b>	<b>159,713</b>	<b>161,346</b>	<b>188,182</b>	<b>16.6%</b>	<b>26,837</b>	<b>MT</b>
SMP/NFDM	60,651	70,725	76,782	8.6%	6,056	MT
Dry Whey Products	40,762	33,941	55,655	64.0%	21,714	MT
<i>Whey (0404.10)</i>	<i>37,466</i>	<i>30,183</i>	<i>51,176</i>	<i>69.6%</i>	<i>20,993</i>	<i>MT</i>
<i>WPC80+</i>	<i>3,296</i>	<i>3,758</i>	<i>4,479</i>	<i>19.2%</i>	<i>721</i>	<i>MT</i>
Cheese	26,454	28,283	24,656	-12.8%	-3,627	MT
Lactose	28,854	32,496	30,885	-5.0%	-1,611	MT
WMP	4,227	1,717	3,086	79.7%	1,369	MT
Butterfat	5,603	2,083	2,479	19.0%	396	MT
MPC	3,419	2,911	3,359	15.4%	448	MT
Infant Formula	2,194	2,742	2,694	-1.8%	-48	MT
Evap/Cond Milk	1,315	1,841	607	-67.0%	-1,234	MT
Casein	189	220	176	-20.1%	-44	MT
Fluid Milk/Cream	10,083	11,064	11,121	0.5%	57	000 L



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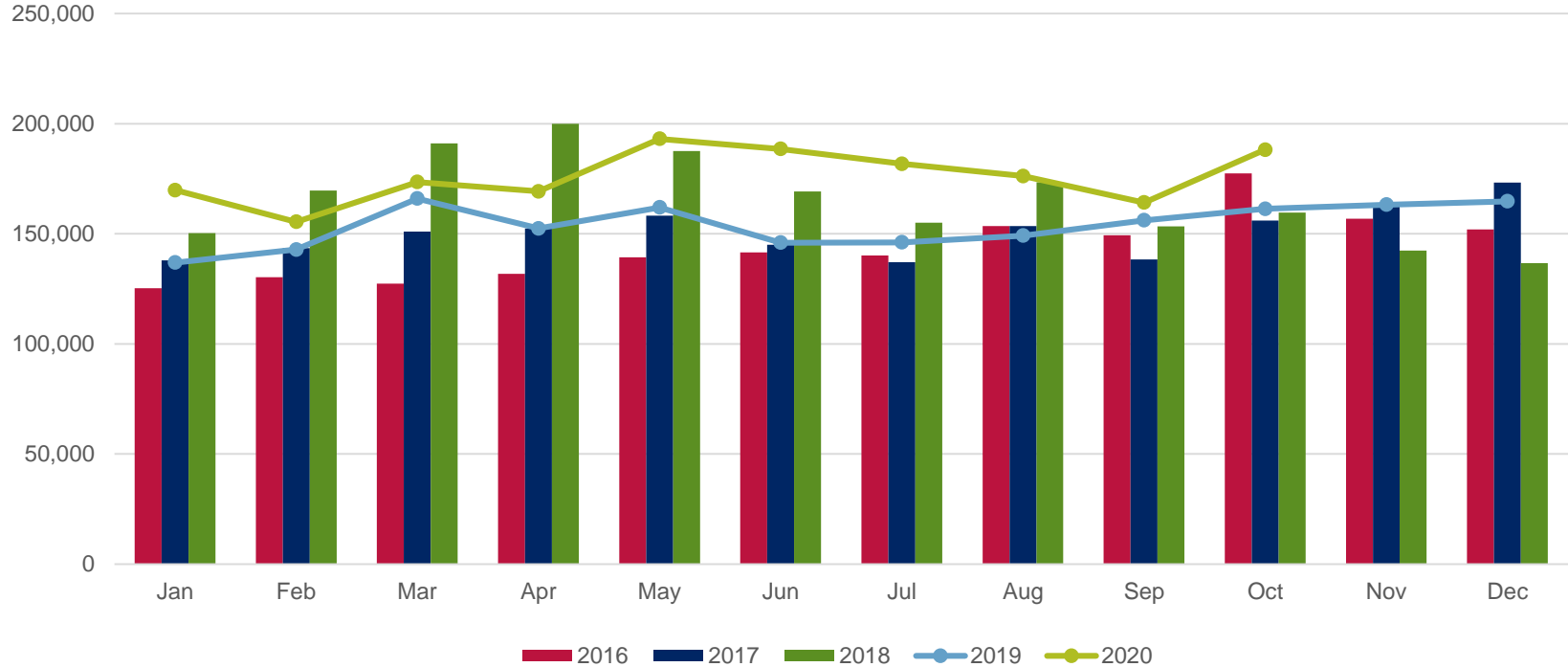


# Total Milk Solids



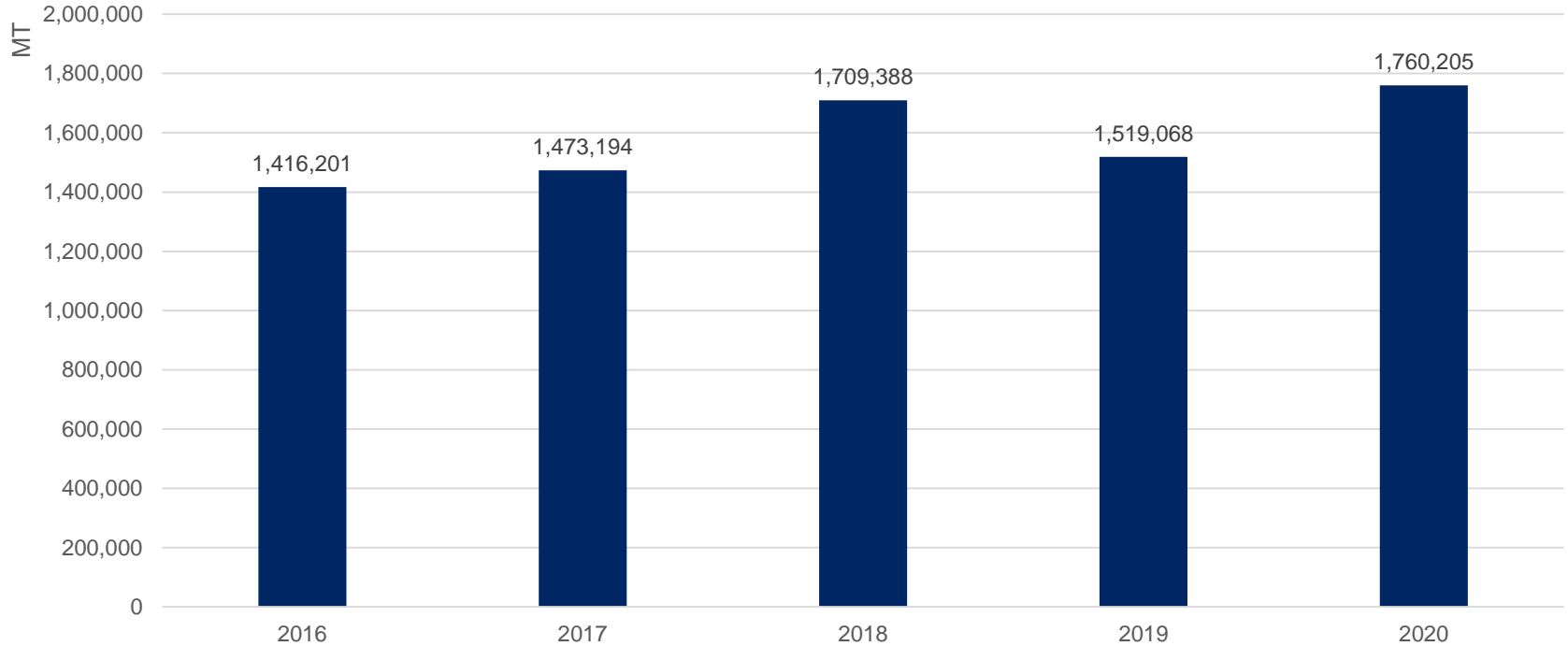
# Total Milk Solids Exports

U.S. Total Milk Solids Exports: World



# Total Milk Solids Exports

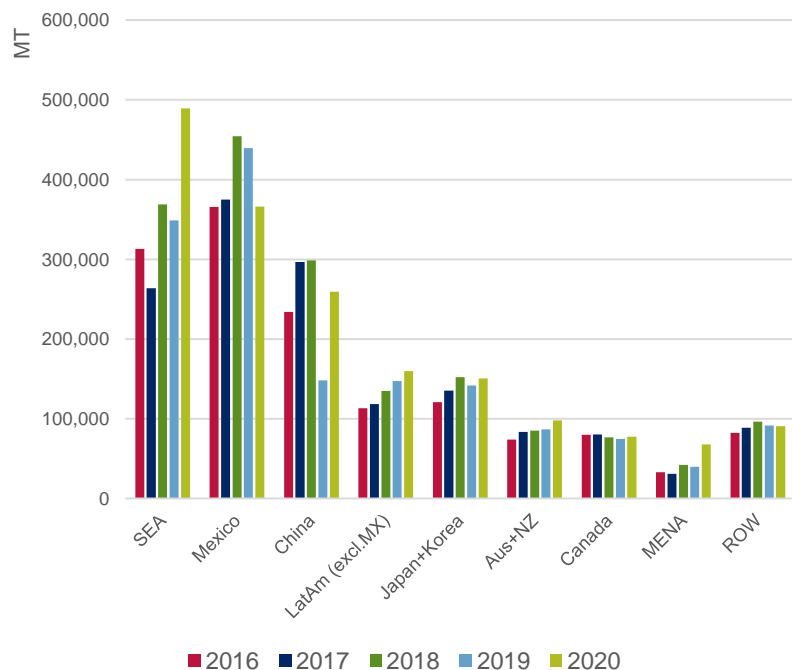
U.S. Total Milk Solids Exports: World YTD





# Total Milk Solids Exports

U.S. Total Milk Solids Exports: World YTD



Total Milk Solids: Year to Date				
		1	2	3
Top Markets	World	SEA	Mexico	China
% of Total Exports		28%	21%	15%
Volume	1,760,205	489,408	366,306	259,450
YOY Change	241,136	140,416	-73,366	111,359
YOY % Change	16%	40%	-17%	75%

Total Milk Solids: Month Of				
		1	2	3
Top Markets	World	SEA	Mexico	China
% of Total Exports		27%	21%	19%
Volume	188,182	49,994	40,034	36,265
YOY Change	26,837	10,765	-9,181	23,420
YOY % Change	17%	27%	-19%	182%



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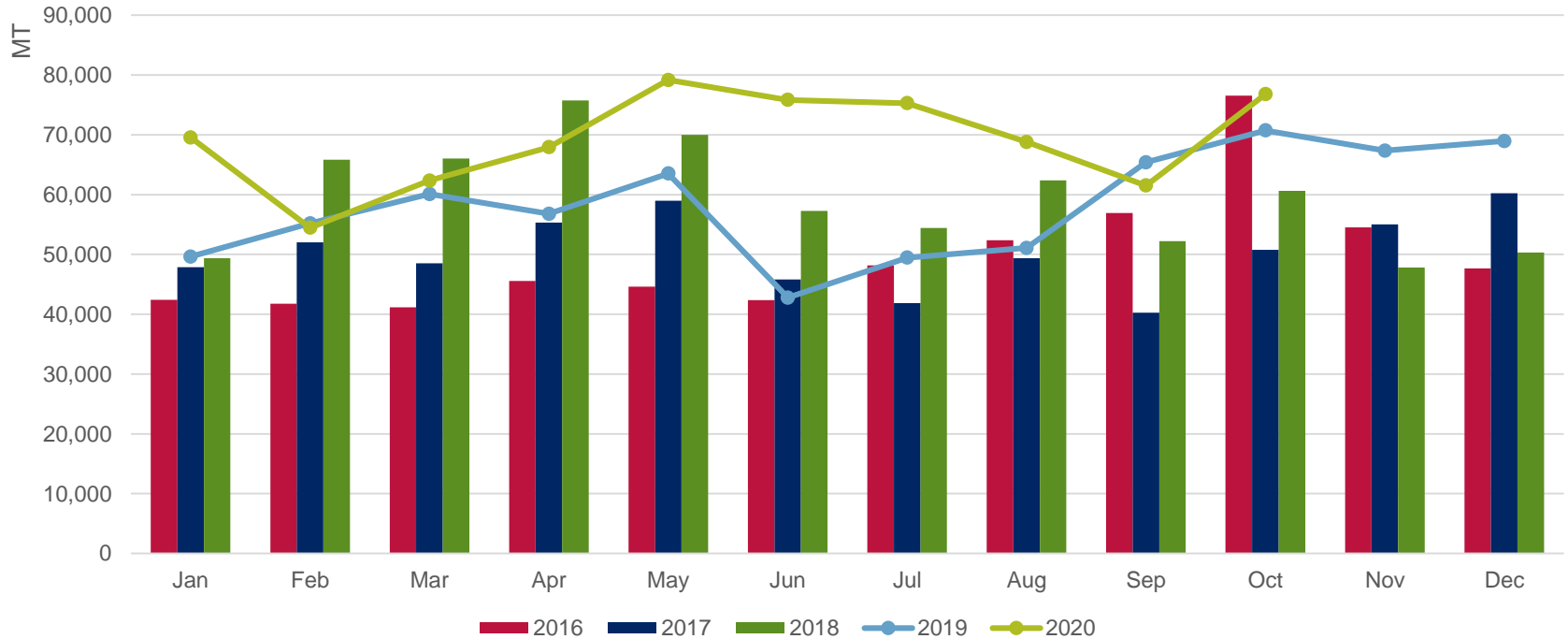


# NFDM/SMP



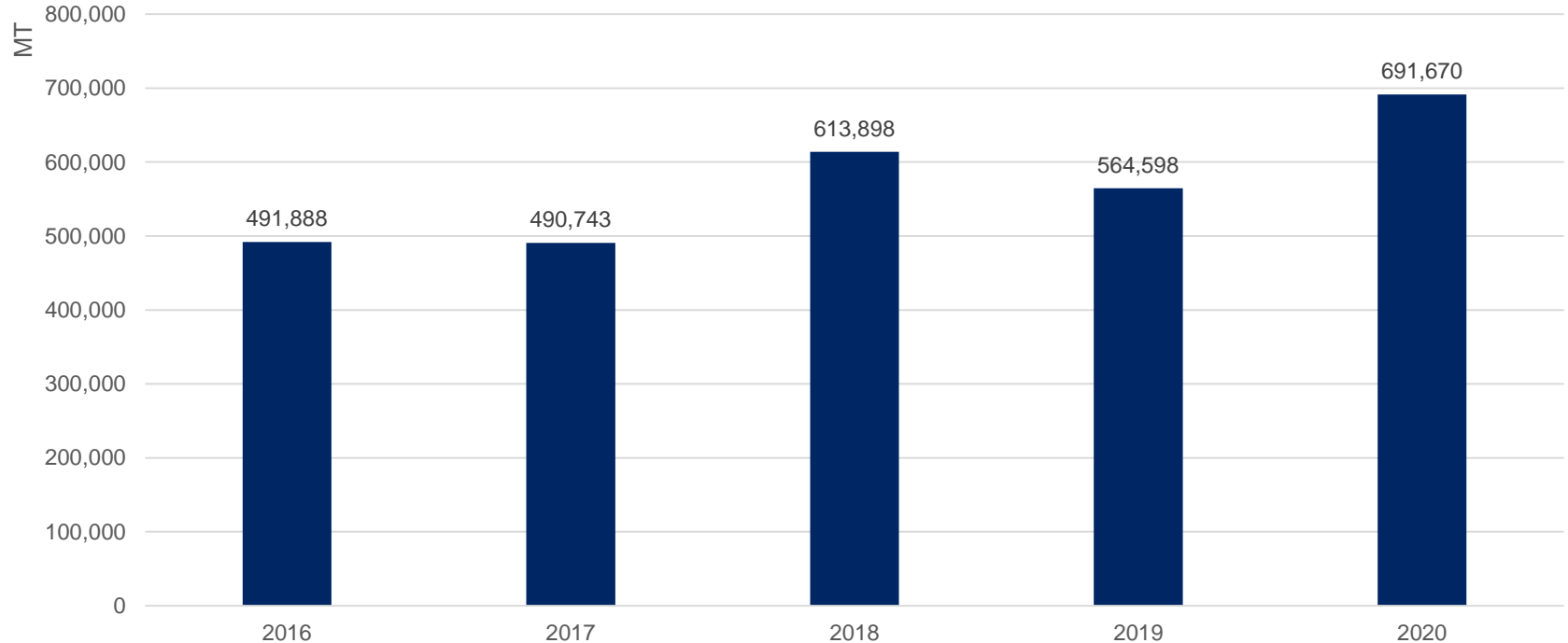
# Total NFDM/SMP Exports

U.S. SMP/NFDM Exports: World



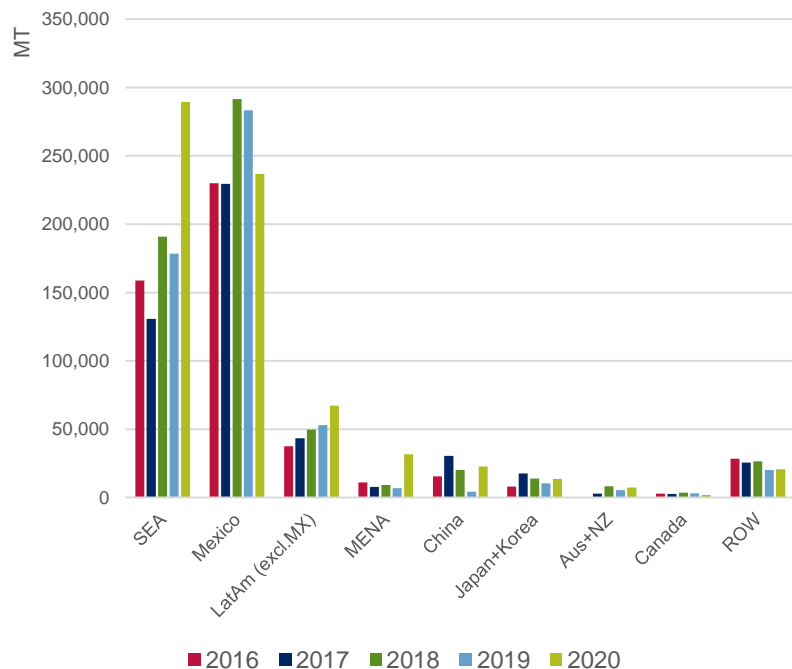
# Total NFDM/SMP Exports

U.S. SMP/NFDM Exports: World YTD



# Total NFDM/SMP Exports

U.S. SMP/NFDM Exports: World YTD



SMP/NFDM: Year to Date				
		1	2	3
Top Markets	World	SEA	Mexico	LatAm (excl.MX)
% of Total Exports		42%	34%	10%
Volume	691,670	289,519	236,857	67,266
YOY Change	127,072	111,163	-46,470	14,330
YOY % Change	23%	62%	-16%	27%

SMP/NFDM: Month Of				
		1	2	3
Top Markets	World	SEA	Mexico	LatAm (excl.MX)
% of Total Exports		39%	38%	10%
Volume	76,782	30,207	29,027	7,512
YOY Change	6,056	5,126	-3,195	1,416
YOY % Change	9%	20%	-10%	23%



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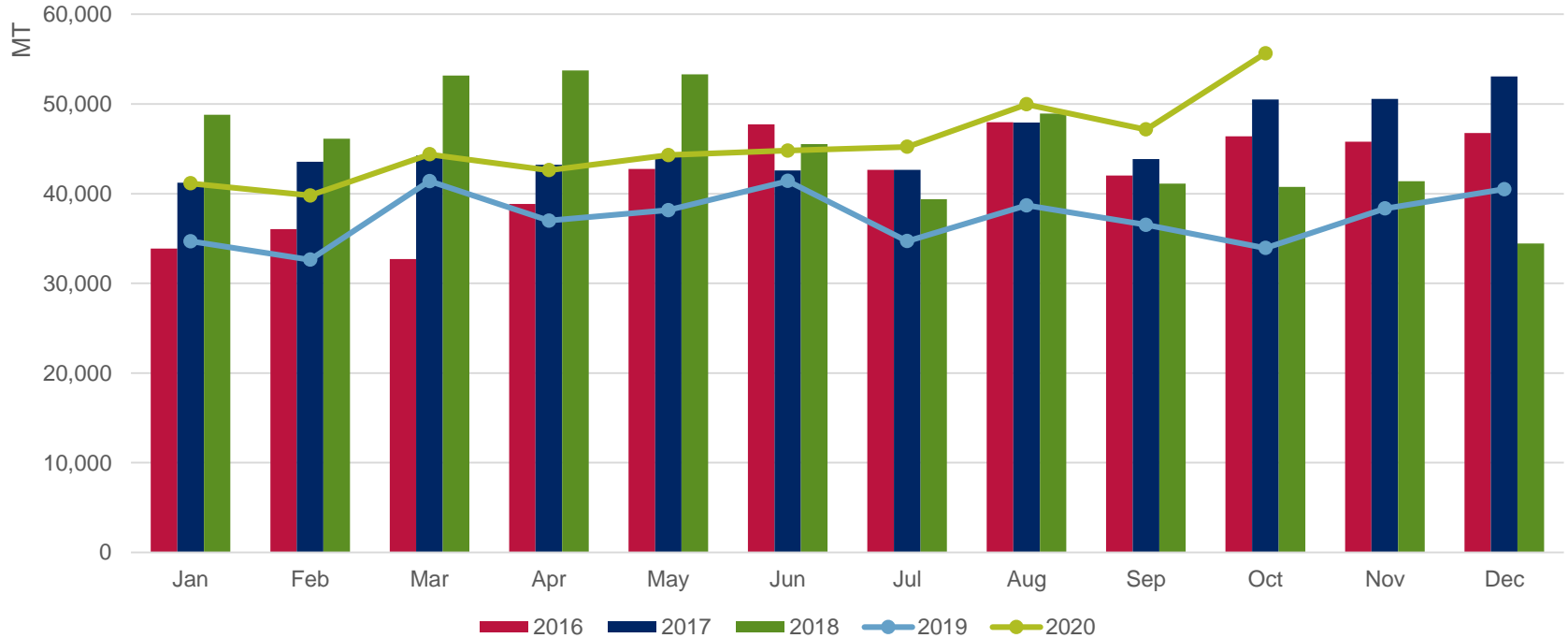


# Whey Products



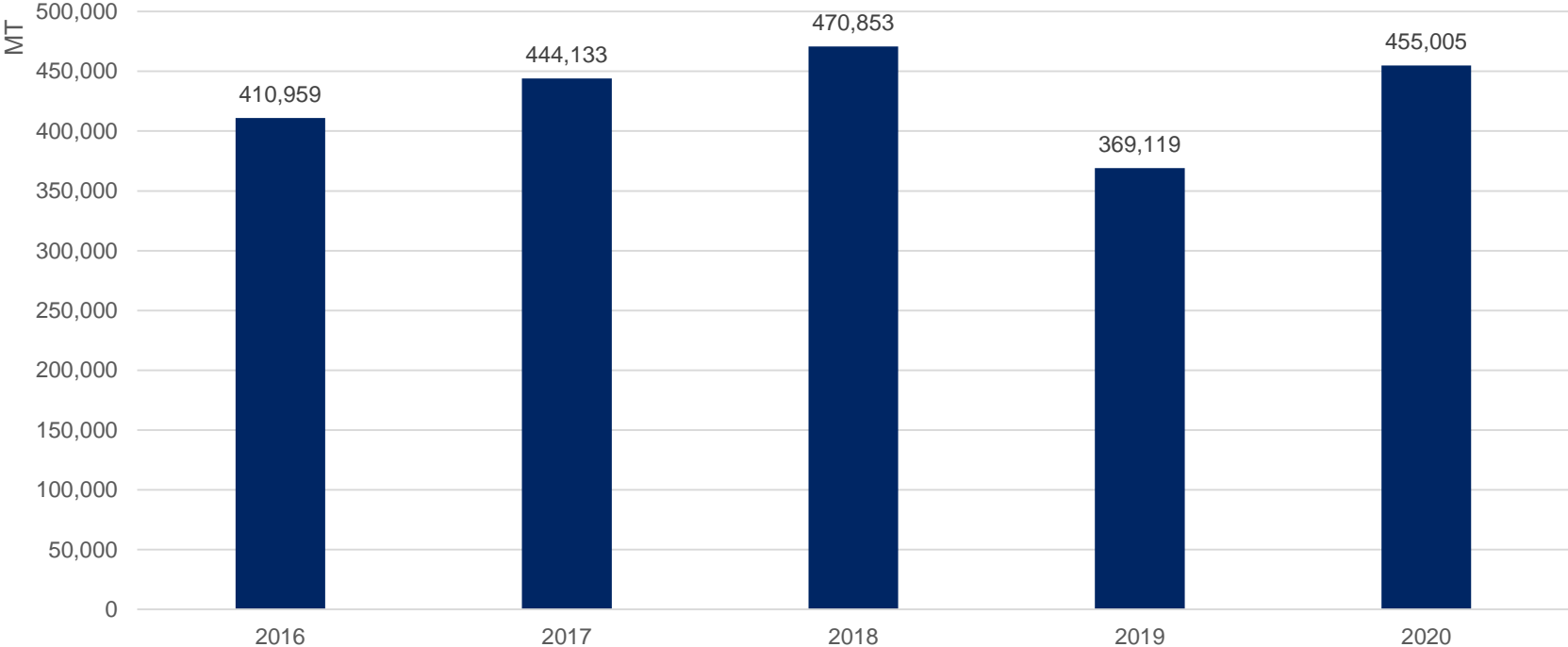
# Total Whey Products Exports

## U.S. Dry Whey Products Exports: World



# Total Whey Products Exports

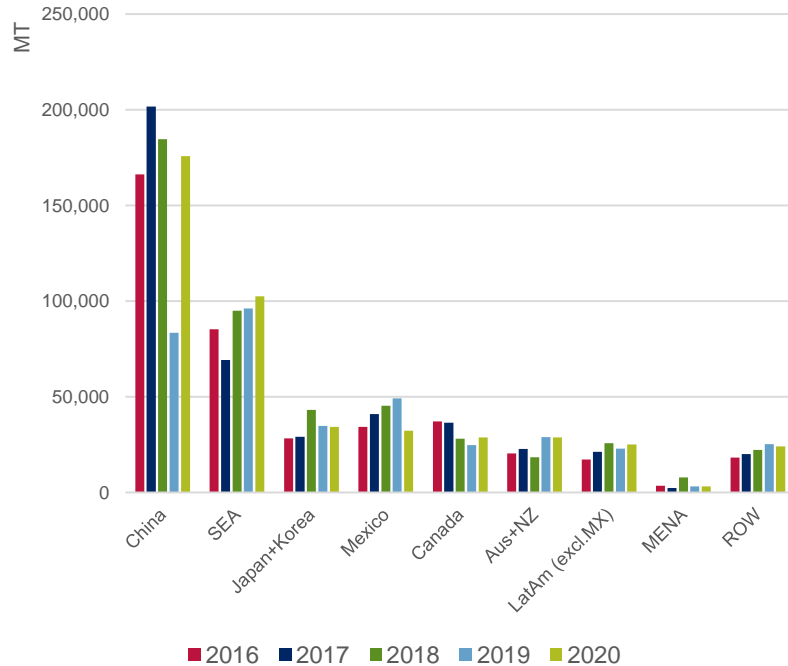
U.S. Dry Whey Products Exports: World YTD





# Total Whey Products Exports

U.S. Dry Whey Products Exports: World YTD



Dry Whey Products: Year to Date				
		1	2	3
Top Markets	World	China	SEA	Japan+Korea
% of Total Exports		39%	23%	8%
Volume		175,765	102,527	34,321
YOY Change		85,886	92,304	-539
YOY % Change		23%	111%	-2%

Dry Whey Products: Month Of				
		1	2	3
Top Markets	World	China	SEA	Japan+Korea
% of Total Exports		48%	20%	7%
Volume		26,670	10,901	3,899
YOY Change		21,714	20,285	181
YOY % Change		64%	318%	5%



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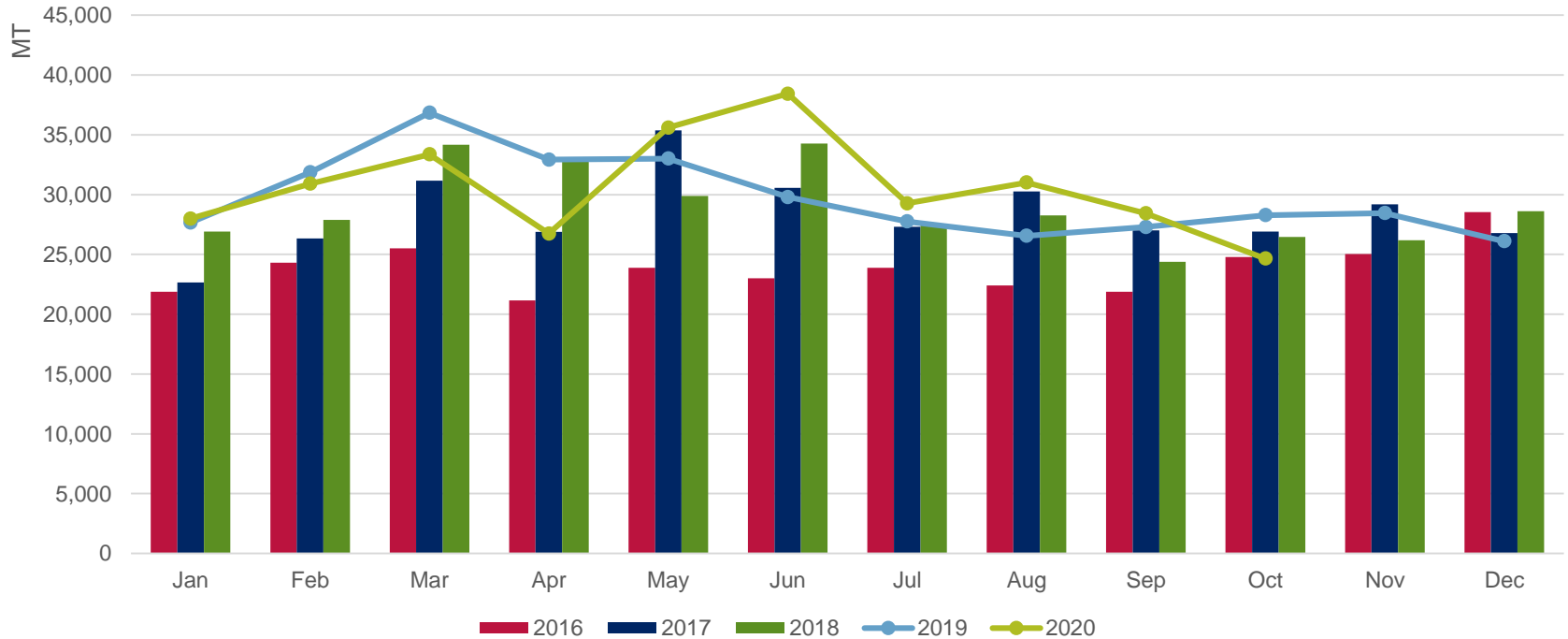


# Cheese



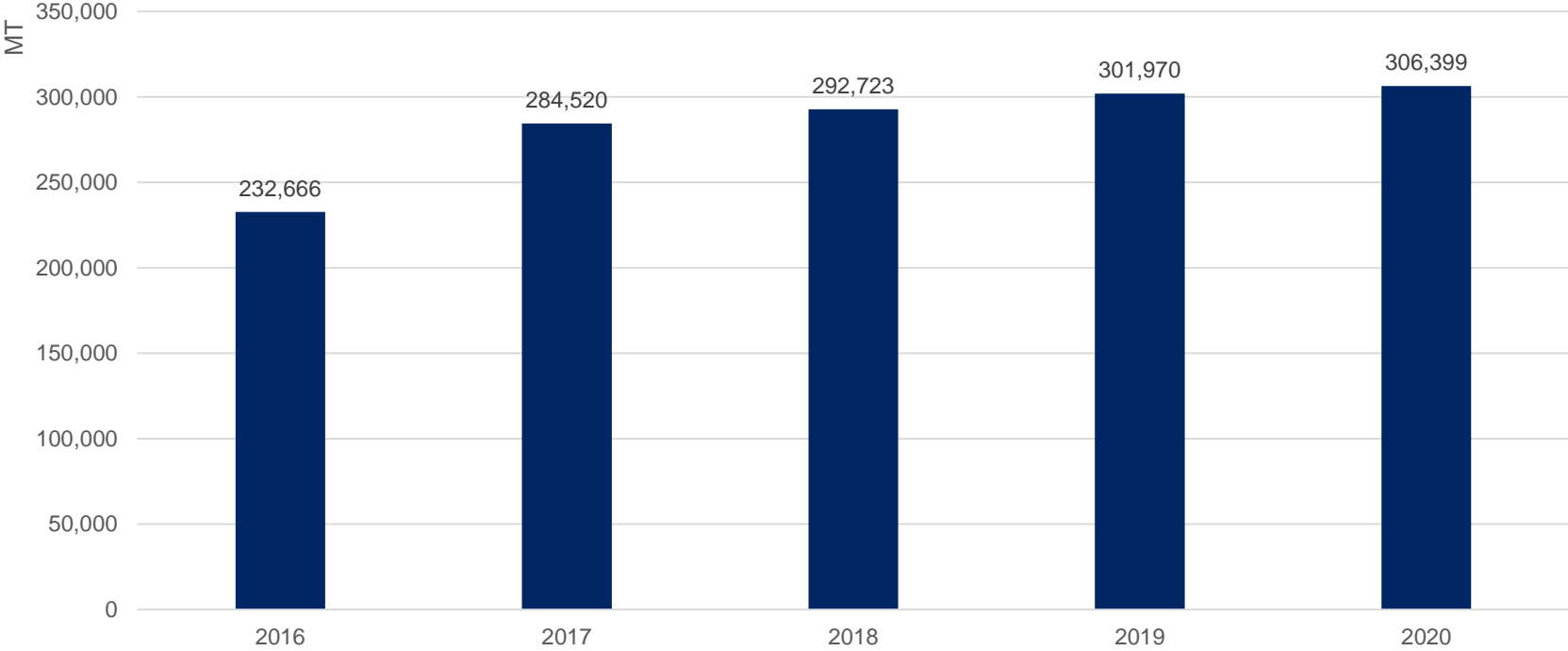
# Total Cheese Exports

U.S. Cheese Exports: World



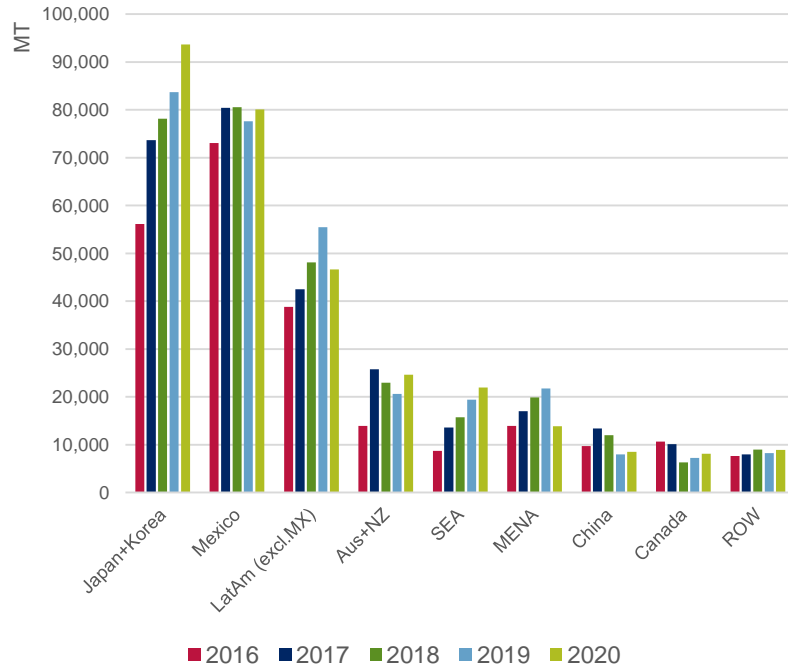
# Total Cheese Exports

U.S. Cheese Exports: World YTD



# Total Cheese Exports

U.S. Cheese Exports: World YTD



Cheese: Year to Date				
	1	2	3	
Top Markets	World	Japan+Korea	Mexico	LatAm (excl.MX)
% of Total Exports		31%	26%	15%
Volume	306,399	93,669	80,084	46,618
YOY Change	4,429	9,971	2,465	-8,854
YOY % Change	1%	12%	3%	-16%

Cheese: Month Of				
	1	2	3	
Top Markets	World	Japan+Korea	LatAm (excl.MX)	Mexico
% of Total Exports		26%	23%	20%
Volume	24,656	6,351	5,625	4,872
YOY Change	-3,627	1,352	37	-4,135
YOY % Change	-13%	27%	1%	-46%



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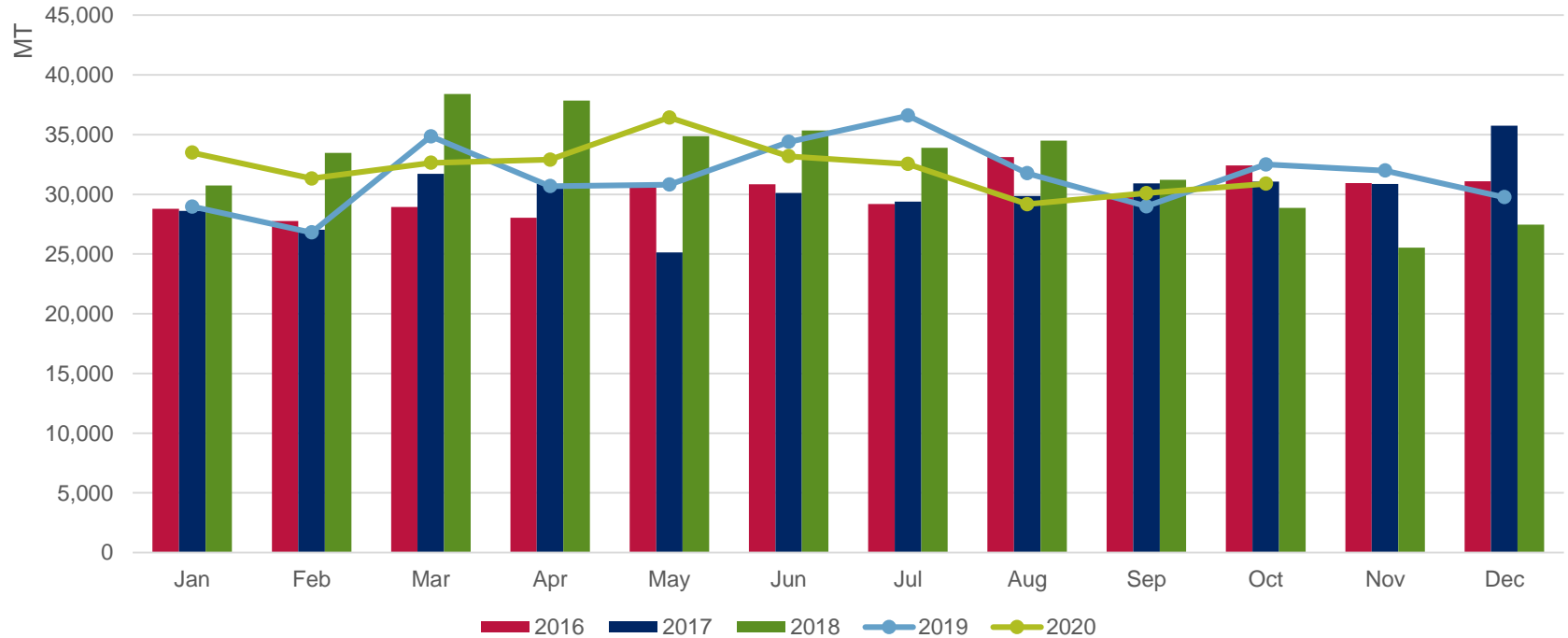


# Lactose



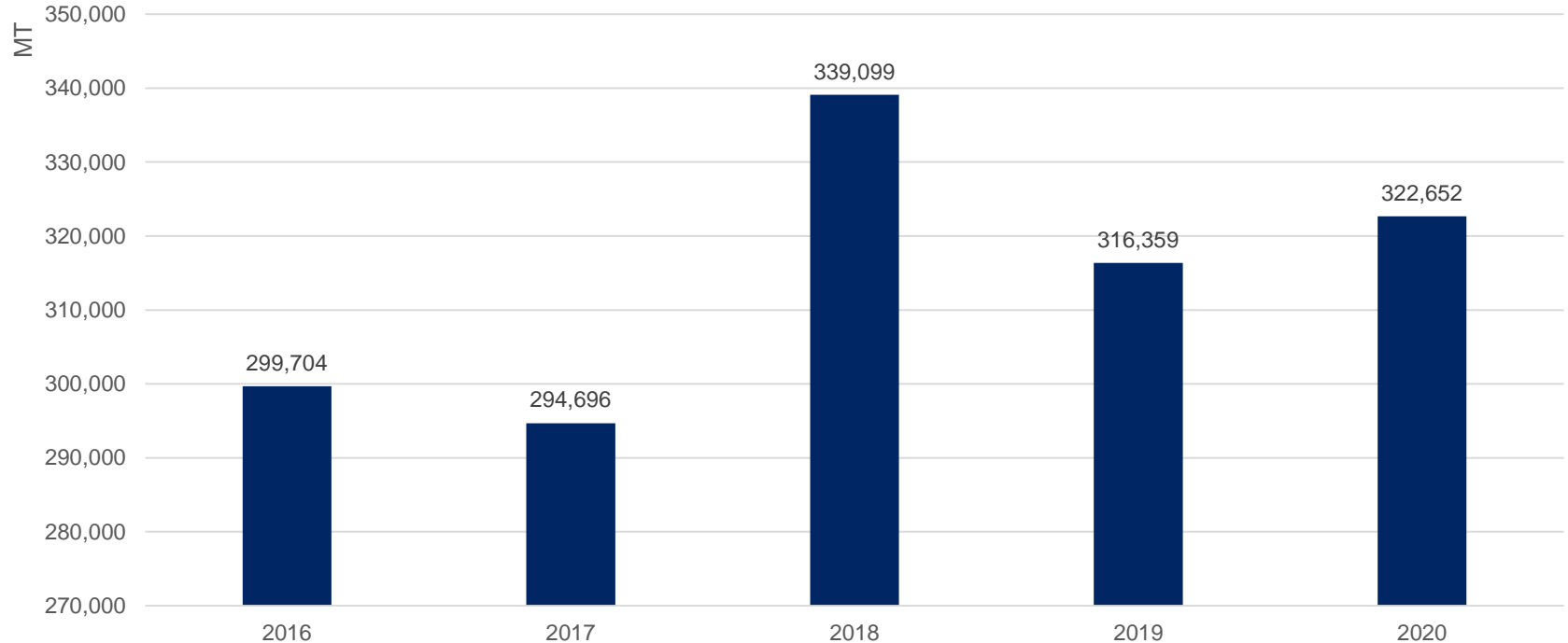
# Total Lactose Exports

U.S. Lactose Exports: World



# Total Lactose Exports

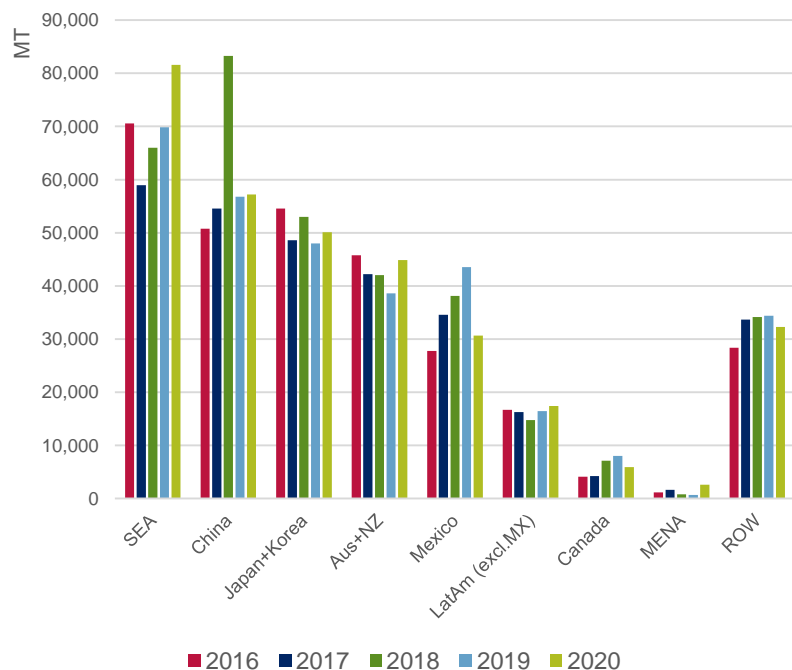
U.S. Lactose Exports: World YTD





# Total Lactose Exports

U.S. Lactose Exports: World YTD



Lactose: Year to Date				
		1	2	3
Top Markets	World	SEA	China	Japan+Korea
% of Total Exports		25%	18%	16%
Volume	322,652	81,602	57,219	50,114
YOY Change	6,292	11,776	413	2,099
YOY % Change	2%	17%	1%	4%

Lactose: Month Of				
		1	2	3
Top Markets	World	SEA	China	Aus+NZ
% of Total Exports		25%	19%	16%
Volume	30,885	7,773	5,724	4,992
YOY Change	-1,611	1,903	285	-144
YOY % Change	-5%	32%	5%	-3%