

U.S. Exports

Record sales to SE Asia drive April exports higher

Record exports of dry ingredients to Southeast Asia, plus rebounding volumes of whey products to China, sent U.S. dairy exports higher for the eighth straight month.

In April, U.S. suppliers shipped 181,437 tons of milk powders, cheese, whey products, lactose and butterfat, 7% more than the year before. On a solids basis, exports were up 10%. The value of all exports was \$521.0 million, 4% more than a year ago.

On a product-volume basis, April exports to Southeast Asia were up 35% and shipments to China were up 47%. These gains were noteworthy in light of an 18% drop in sales to Mexico, where a depreciated peso and weaker economy reduced import demand and sent U.S. export volume to the lowest in almost four years.

Exports of **nonfat dry milk/skim milk powder** (NDM/SMP) were 67,936 tons in April, up 20% from a year ago. For the first time, half of the total went to Southeast Asia, which capitalized on a break in the price to take a record-high volume of 33,907 tons, up 62%.

U.S. NDM/SMP exports to Japan also reached a record high in April, while shipments to the Middle East/North Africa (MENA) region tripled off a low base.

These gains offset declining purchases from Mexico. NDM/SMP sales to Mexico in April were just 18,934 tons, down 23% and the lowest since June 2016. In addition, exports to South America were down 25% in April.

The rebuilding swine herd in China, plus tariff relief for U.S. exporters on whey permeate, drove a recovery in U.S. **whey** exports. Total whey exports were 42,621 tons in April, up 14% from last year. Sales to China were 15,733 tons, more than double last year's depressed levels, and the most since June 2018, just before the U.S.-China trade war started.

Lactose exports in April were 32,899 tons, up 6%. Sales to Southeast Asia were the most ever – 9,521 tons, up 33% - with gains across the region.

Meanwhile, with global lockdowns leading to restaurant closures, U.S. **cheese** exports slumped in April. Total volume was just 26,736 tons, down 18% from a year ago. The brunt of the declines came from Mexico, where volume was off 24%. Sales to South Korea, Japan, the MENA region and Central America also were below a year ago. Of the major customers, only Australia increased purchases.

U.S. Exports

	LATEST MONTH				APRIL (VOLUME, MT)					YEAR-TO-DATE				JANUARY-APRIL (VOLUME, MT)			
	2018	2019	2020	% CHG	2018	2019	2020	% CHG		2018	2019	2020	% CHG	2018	2019	2020	% CHG
NDM/SMP*	76,136	56,671	67,936	+20	258,631	221,371	254,297	+14	NDM/SMP*	258,631	221,371	254,297	+14	258,631	221,371	254,297	+14
WMP*	5,154	2,485	2,683	+8	14,503	9,104	12,207	+33	WMP*	14,503	9,104	12,207	+33	14,503	9,104	12,207	+33
Cheese	32,988	32,434	26,736	-18	121,919	130,024	118,999	-9	Cheese	121,919	130,024	118,999	-9	121,919	130,024	118,999	-9
Butterfat	4,944	1,409	1,519	+8	13,229	9,128	6,924	-25	Butterfat	13,229	9,128	6,924	-25	13,229	9,128	6,924	-25
Total Whey	53,737	37,238	42,621	+14	201,818	146,445	167,924	+14	Total Whey	201,818	146,445	167,924	+14	201,818	146,445	167,924	+14
-Dry whey	18,932	14,034	16,897	+20	80,278	56,406	63,029	+11	-Dry whey	80,278	56,406	63,029	+11	80,278	56,406	63,029	+11
-WPC	19,077	8,898	12,115	+36	63,020	34,019	43,557	+27	-WPC	63,020	34,019	43,557	+27	63,020	34,019	43,557	+27
-Modified whey	12,298	10,430	8,941	-14	45,533	40,786	41,737	+1	-Modified whey	45,533	40,786	41,737	+1	45,533	40,786	41,737	+1
-WPI	3,430	3,877	4,667	+20	12,986	15,234	19,602	+28	-WPI	12,986	15,234	19,602	+28	12,986	15,234	19,602	+28
Lactose	38,027	31,106	32,899	+6	140,380	122,704	130,347	+5	Lactose	140,380	122,704	130,347	+5	140,380	122,704	130,347	+5
MPC	2,445	3,218	3,144	-2	9,783	11,583	15,722	+35	MPC	9,783	11,583	15,722	+35	9,783	11,583	15,722	+35
Food preps (blends)	4,994	4,512	3,898	-14	21,505	17,206	20,061	+16	Food preps (blends)	21,505	17,206	20,061	+16	21,505	17,206	20,061	+16
Aggregate volume**	218,424	169,072	181,437	+7	781,768	667,566	726,482	+8	Aggregate volume**	781,768	667,566	726,482	+8	781,768	667,566	726,482	+8
Milk/cream (000 liters)	10,587	12,123	11,669	-4	36,298	42,131	39,901	-6	Milk/cream (000 liters)	36,298	42,131	39,901	-6	36,298	42,131	39,901	-6
Total Value (millions) **	\$ 525.6	\$ 499.2	\$ 521.0	+4	\$ 1,910.7	\$ 1,937.3	\$ 2,196.8	+12	Total Value (millions) **	\$ 1,910.7	\$ 1,937.3	\$ 2,196.8	+12	\$ 1,910.7	\$ 1,937.3	\$ 2,196.8	+12

* 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.

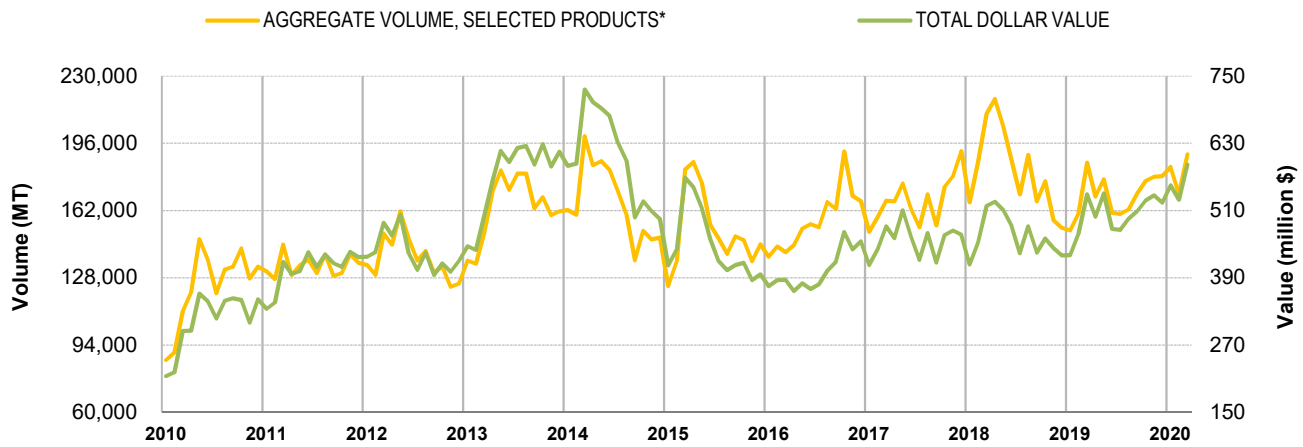
Percent changes adjusted for leap day in 2020.

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

U.S. Exports

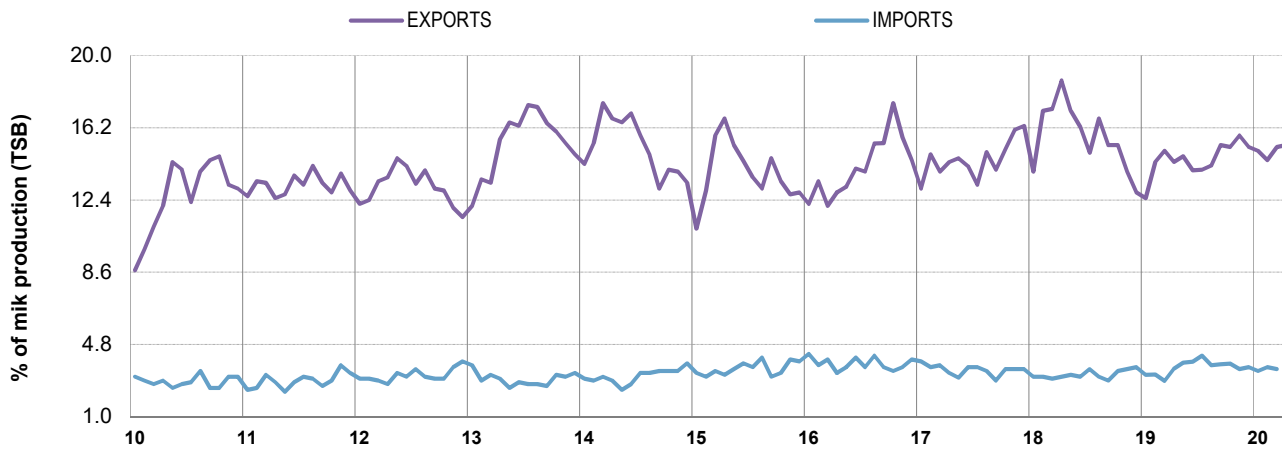
U.S. EXPORTS

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 \$)	Apr 20	vs. yr ago
Southeast Asia	\$124.9	+52%
Mexico	98.7	-15%
Canada	57.3	-8%
China	38.9	+13%
So. Korea	28.5	-8%
Middle East/North Africa	27.7	+23%
Oceania	27.6	+51%
Japan	27.1	+6%
South America	18.3	-28%
Caribbean	17.1	-24%

U.S. EXPORTS AS % OF PRODUCTION

	April	yr ago	Jan-Apr 20	yr ago
NDM/SMP	67%	58%	66%	59%
Total cheese	5.5%	6.6%	6.1%	6.6%
Butterfat	1.6%	1.8%	1.9%	2.8%
Dry sweet whey	48%	41%	43%	40%
Lactose	79%	63%	79%	62%
Total milk solids	15.3%	14.4%	15.0%	14.0%

ACCESS U.S. EXPORT DATA ONLINE

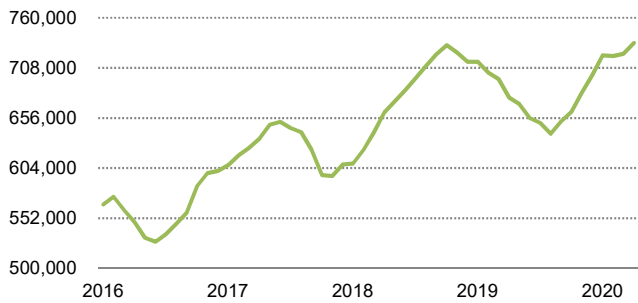
Visit usdec.org/research-and-data/market-data/us-export-data

Percent changes adjusted for leap day.

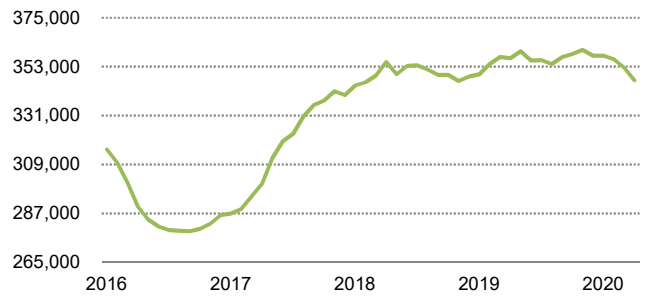
Source: USDEC, National Milk Producers Federation, U.S. Bureau of Census.

U.S. Exports: Rolling 12-Month Volume

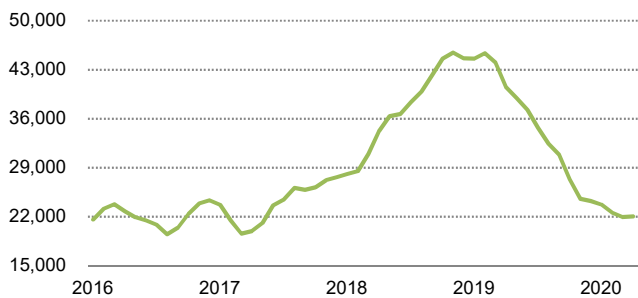
U.S. NDM/SMP EXPORTS (MT)



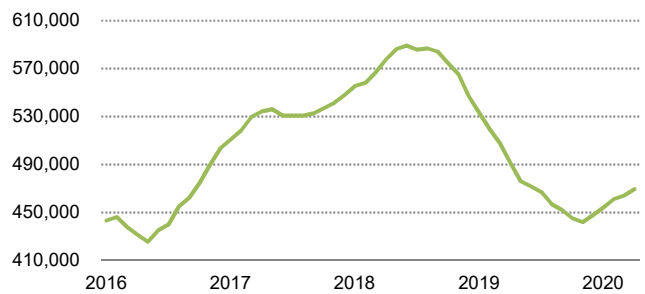
U.S. CHEESE EXPORTS (MT)



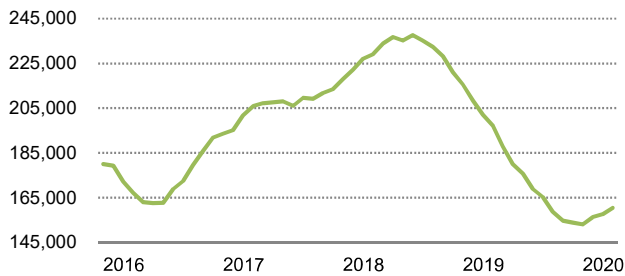
U.S. BUTTERFAT EXPORTS (MT)



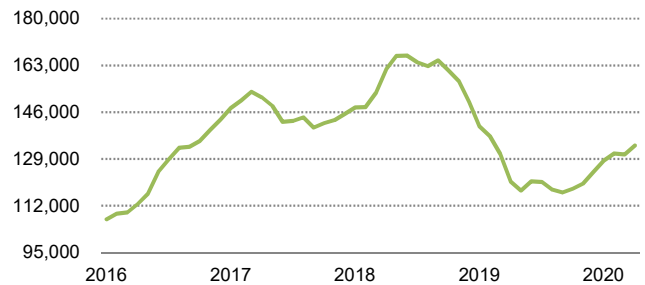
U.S. TOTAL WHEY* EXPORTS (MT)



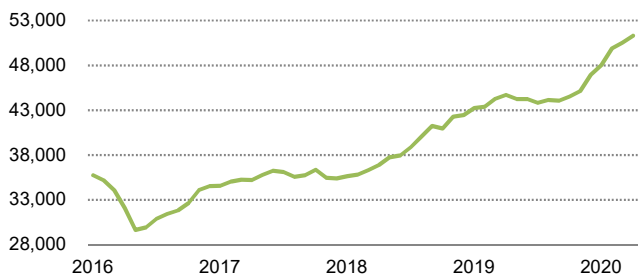
U.S. DRY WHEY EXPORTS (MT)



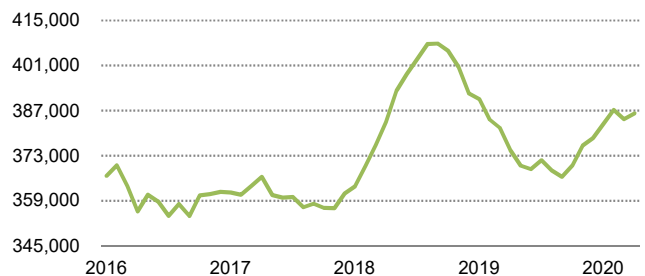
U.S. WPC EXPORTS (MT)



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.