

## U.S. Exports

### U.S. dairy export volume up 23% in July

U.S. dairy export volume on a solids basis was up 23% in July and 17% by value compared with a year ago. As has been the case for the last four months, the majority of the growth came from increased shipments of nonfat dry milk/skim milk powder (NDM/SMP) to Southeast Asia and whey products to China. Gains in these markets were partially offset by continued weakness in sales to Mexico, where overall export volume trailed last year by 18%.

In July, U.S. suppliers shipped 196,080 tons of milk powders, cheese, whey products, lactose and butterfat. The value of all exports was \$554.1 million.

Since April, roughly half of the overall U.S. export growth has come just from greater sales of NDM/SMP to Southeast Asia.

In July, NDM/SMP sales to the region were 30,103 tons, up 150% from last year. During the month, U.S. shipments to Indonesia, the Philippines and Vietnam more than tripled. So far in 2020, U.S. sales to the region are 12,225 tons a month more than last year.

Led by Southeast Asia, total NDM/SMP exports were 75,294 in July, up 52% from last year. U.S. suppliers also found new customers in Egypt (3,418 tons, vs. zero last July) and China (1,916 tons, vs. 461 tons last

July). In contrast, volume to Mexico was down 6% in July.

Meanwhile, total whey sales to China continue to recover from the depressed levels of last year. Shipments to China in July were 17,642 tons, lower than the previous two months but more than double last year, when African Swine Fever decimated China's hog herd and reduced demand for whey for feed use. In addition, sales to Southeast Asia were an 11-month high in July, registering a 45% gain over a year ago.

On the strength of these two markets, total U.S. whey exports were up 30% in July, topping 45,000 tons for the first time in almost two years. Volumes of high protein WPC-80+ continued to move at a record clip, up 48% in July on strong demand from China, the EU and Japan.

Cheese exports volumes pulled back in July from the record volumes of June, as suppliers were more challenged to book deals when U.S. pricing was well above global prices. Overall shipments in July were 29,266 tons, up 5% from last year. Sales to South Korea more than doubled but volumes to Australia, Saudi Arabia, the UAE and Central America were down by a combined 2,380 tons (-39%). Shipments to Mexico were off 1% from last year.

#### U.S. Exports

	LATEST MONTH		JULY (VOLUME, MT)			YEAR-TO-DATE		JANUARY-JULY (VOLUME, MT)		
	2018	2019	2020	% CHG		2018	2019	2020	% CHG	
NDM/SMP*	54,406	49,440	75,294	+52	NDM/SMP*	440,700	377,405	484,585	+28	
WMP*	4,193	3,488	3,122	-11	WMP*	26,298	18,783	23,633	+25	
Cheese	27,524	27,756	29,266	+5	Cheese	213,644	219,851	222,297	+1	
Butterfat	3,791	1,211	2,559	+111	Butterfat	24,787	14,885	14,189	-5	
Total Whey	39,374	34,699	45,217	+30	Total Whey	340,024	259,979	302,239	+16	
-Dry whey	15,570	11,194	18,477	+65	-Dry whey	138,535	92,603	116,027	+25	
-WPC	9,898	9,635	12,594	+31	-WPC	98,097	69,249	79,800	+15	
-Modified whey	10,144	10,557	9,229	-13	-Modified whey	79,223	72,639	73,244	+0	
-WPI	3,763	3,313	4,917	+48	-WPI	24,169	25,487	33,167	+30	
Lactose	33,886	36,594	32,538	-11	Lactose	244,533	223,119	232,497	+4	
MPC	2,433	3,030	4,046	+34	MPC	17,301	20,437	27,163	+32	
Food preps (blends)	4,647	4,000	4,038	+1	Food preps (blends)	37,045	30,253	32,798	+8	
<b>Aggregate volume**</b>	<b>170,254</b>	<b>160,218</b>	<b>196,080</b>	<b>+22</b>	<b>Aggregate volume**</b>	<b>1,344,332</b>	<b>1,164,711</b>	<b>1,339,402</b>	<b>+14</b>	
Milk/cream (000 liters)	9,656	11,032	12,602	+14	Milk/cream (000 liters)	65,841	76,510	76,930	+0	
<b>Total Value (millions) **</b>	<b>\$ 433.9</b>	<b>\$ 475.4</b>	<b>\$ 554.1</b>	<b>+17</b>	<b>Total Value (millions) **</b>	<b>\$ 3,338.6</b>	<b>\$ 3,425.8</b>	<b>\$ 3,919.8</b>	<b>+14</b>	

\* 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.

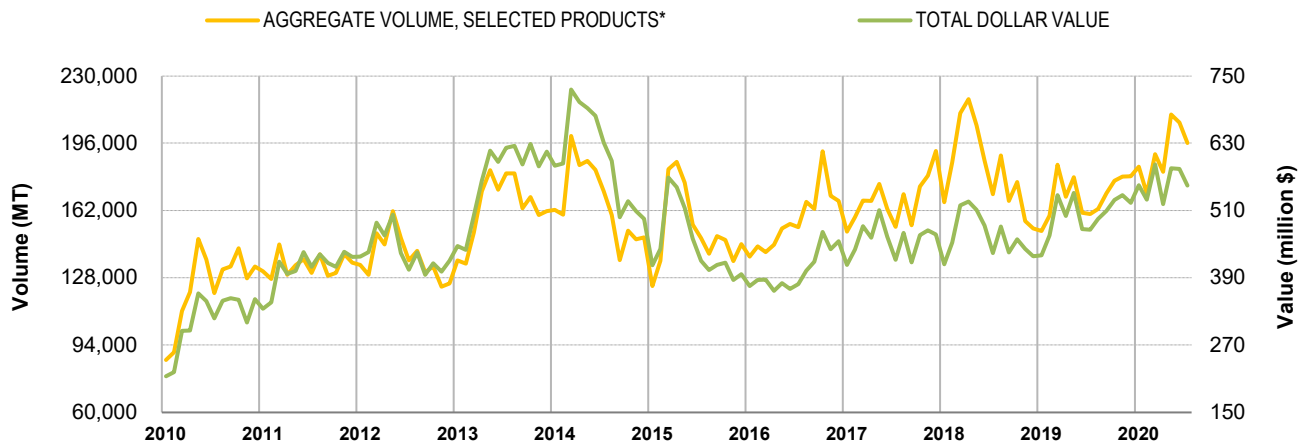
Percent changes adjusted for leap day in 2020.

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

# U.S. Exports

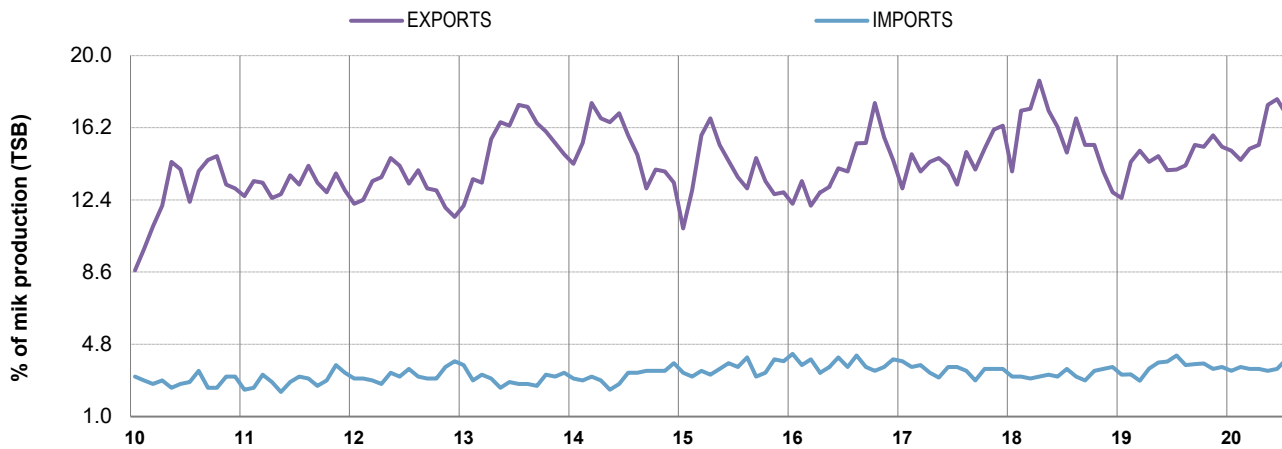
## U.S. EXPORTS

## 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 \$)	July 20	vs. yr ago
Mexico	\$111.6	-16%
Southeast Asia	107.1	+77%
Canada	68.9	+9%
China	47.0	+60%
South America	34.8	+25%
So. Korea	33.7	+64%
Middle East/North Africa	30.9	+14%
Japan	27.3	+29%
Oceania	22.2	+3%
Caribbean	18.1	+3%

### U.S. EXPORTS AS % OF PRODUCTION

	July	yr ago	Jan-Jul 20	yr ago
NDM/SMP	77%	50%	72%	57%
Total cheese	5.8%	5.6%	6.4%	6.4%
Butterfat	3.7%	1.8%	2.5%	2.7%
Dry sweet whey	48%	30%	44%	37%
Lactose	72%	75%	78%	65%
Total milk solids	16.9%	14.0%	16.0%	14.1%

### ACCESS U.S. EXPORT DATA ONLINE

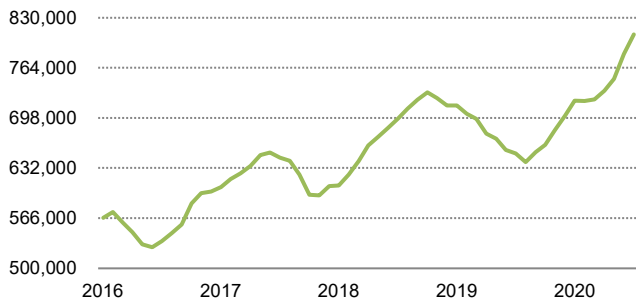
Visit [usdec.org/research-and-data/market-data/us-export-data](https://usdec.org/research-and-data/market-data/us-export-data)

Percent changes adjusted for leap day.

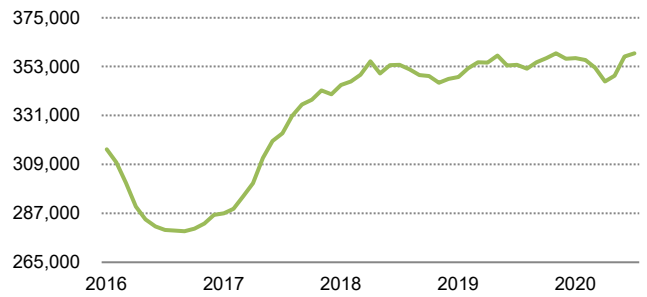
Source: USDEC, National Milk Producers Federation, U.S. Bureau of Census.

# U.S. Exports: Rolling 12-Month Volume

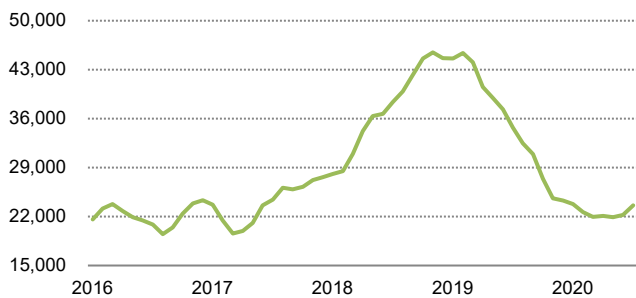
**U.S. NDM/SMP EXPORTS (MT)**



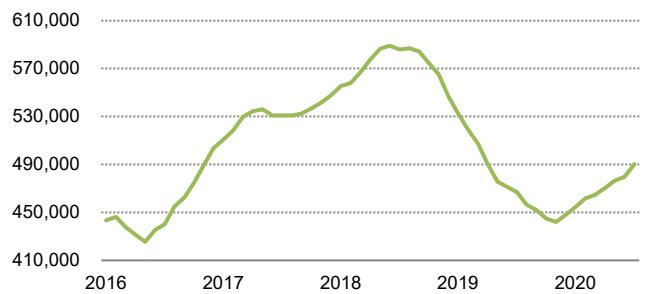
**U.S. CHEESE EXPORTS (MT)**



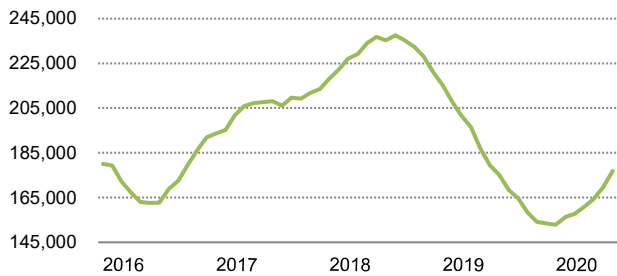
**U.S. BUTTERFAT EXPORTS (MT)**



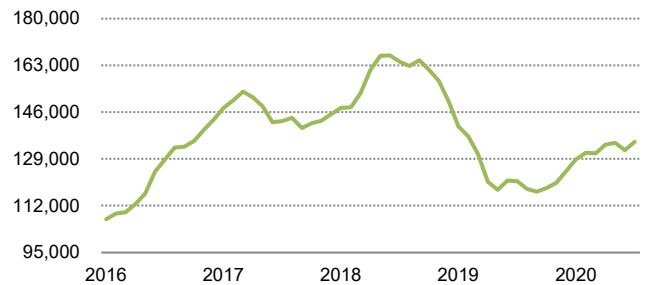
**U.S. TOTAL WHEY\* EXPORTS (MT)**



**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.