

U.S. Exports

U.S. dairy export volume up 28% in June

U.S. dairy exports in June were up 28% by volume and 22% by value, capping a first half of double-digit growth. This year's gains have been all the more impressive in that they were achieved during a highly disrupted dairy trade environment.

In June, U.S. suppliers shipped 206,411 tons of milk powders, cheese, whey products, lactose and butterfat, the most (on a daily-average basis) since April 2018. The value of all exports was \$583.7 million.

Headline highlights in June included record cheese exports, continued robust sales of nonfat dry milk/skim milk powder (NDM/SMP), ongoing recovery of whey sales, and record shipments of fluid milk/cream. Overall volume gains vs. a year ago came from Southeast Asia, China and the Middle East/North Africa (MENA) region, plus a welcome improvement in sales to Mexico.

Cheese exports in June were 38,427 tons, 29% more than last year and the most ever. Much of this volume represents deals booked in April and May when U.S. cheese prices were at historic lows. The unit value of shipments was just \$3900/ton, the second lowest over the last nine years.

Exports of NDM/SMP were 75,831 tons in June, up 77% from a year

ago. Sales to Southeast Asia were lower than the previous two months, but still more than double the June 2019 volume. Meanwhile, Mexico made its largest purchases in eight months, posting a 13% gain.

U.S. suppliers also sold nearly 10,000 tons combined to China and the MENA region (mostly Egypt); a year ago they sold less than 800 tons to the two markets. In the first half of the year, exports to the MENA region were up more than five-fold.

U.S. whey exports continued to trend higher on the strength of recovering sales to China. Total whey shipments were 44,794 tons, up 8% from last year and the most since August 2018. Dry whey exports were up 42%. Sales of whey protein isolate (WPI), though less than the November-April levels, were still 30% more than last year.

China's whey needs are expanding, largely due to swine herd restocking following last year's African Swine Fever outbreak. June volume was the most since May 2018, and up 79% from last year. This offset a continued slump in whey sales to Mexico (-52%).

U.S. suppliers exported 13.4 million liters of fluid milk/cream in June, up 17% from last year and the most ever. Sales to Taiwan were a record high, while shipments to Canada doubled.

U.S. Exports

	LATEST MONTH		JUNE (VOLUME, MT)			YEAR-TO-DATE		JANUARY-JUNE (VOLUME, MT)	
	2018	2019	2020	% CHG		2018	2019	2020	% CHG
NDM/SMP*	57,412	42,775	75,831	+77	NDM/SMP*	386,294	327,965	409,291	+24
WMP*	3,510	3,454	3,396	-2	WMP*	22,105	15,294	20,512	+33
Cheese	34,280	29,798	38,427	+29	Cheese	186,121	192,095	193,031	-0
Butterfat	3,812	2,200	2,520	+15	Butterfat	20,996	13,675	11,630	-15
Total Whey	45,534	41,409	44,794	+8	Total Whey	300,650	225,280	257,022	+13
-Dry whey	20,272	12,729	18,128	+42	-Dry whey	122,965	81,409	97,550	+19
-WPC	10,199	13,583	10,926	-20	-WPC	88,199	59,614	67,206	+12
-Modified whey	11,733	11,778	11,430	-3	-Modified whey	69,080	62,082	64,016	+3
-WPI	3,330	3,319	4,310	+30	-WPI	20,406	22,175	28,250	+27
Lactose	35,342	34,394	33,184	-4	Lactose	210,647	186,525	199,959	+7
MPC	2,204	2,731	3,509	+28	MPC	14,869	17,406	23,117	+32
Food preps (blends)	5,142	4,047	4,750	+17	Food preps (blends)	32,398	26,252	28,760	+9
Aggregate volume**	187,235	160,808	206,411	+28	Aggregate volume**	1,174,078	1,004,493	1,143,322	+13
Milk/cream (000 liters)	10,359	11,528	13,438	+17	Milk/cream (000 liters)	56,185	65,478	64,327	-2
Total Value (millions) **	\$ 482.8	\$ 476.5	\$ 583.7	+22	Total Value (millions) **	\$ 2,904.8	\$ 2,950.4	\$ 3,365.7	+13

* 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.

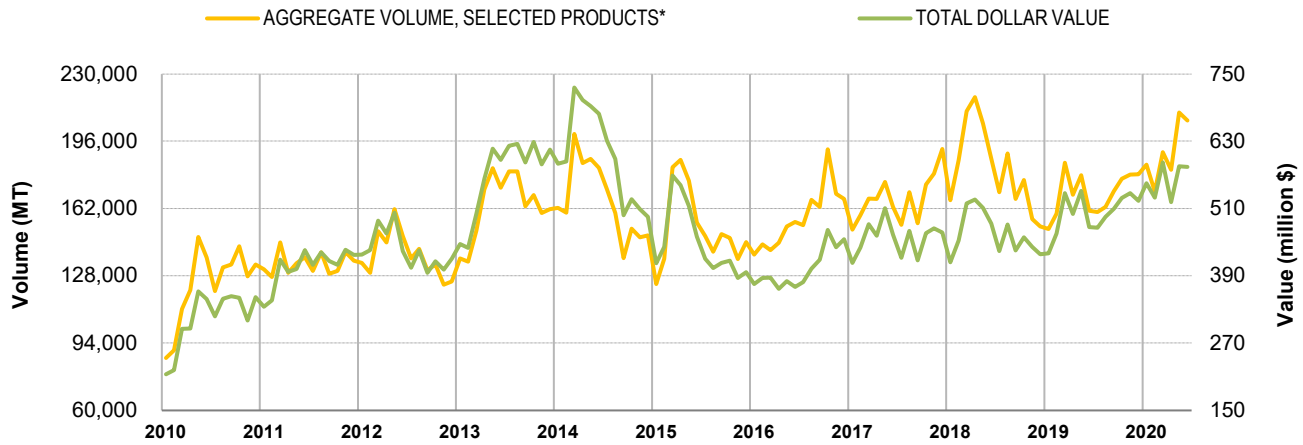
Percent changes adjusted for leap day in 2020.

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

U.S. Exports

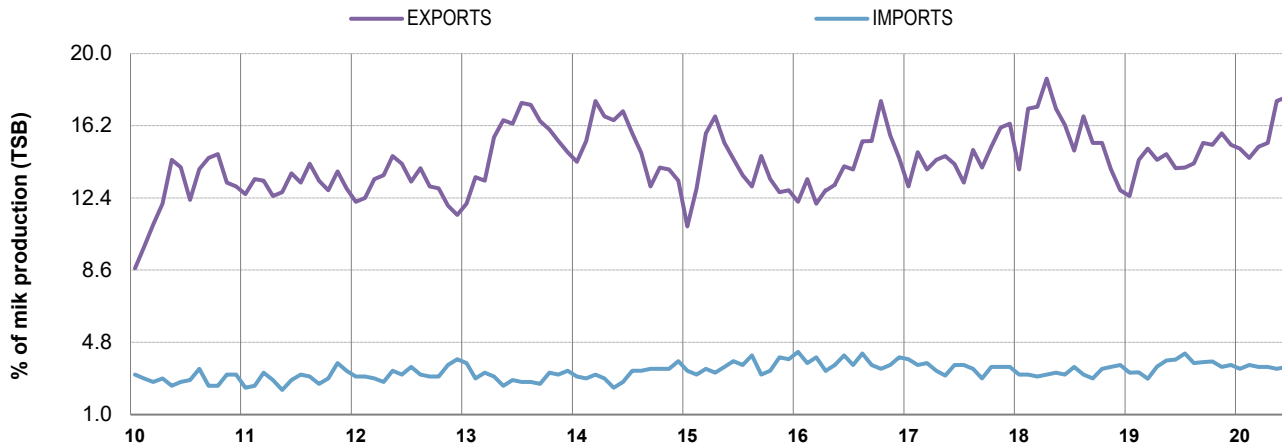
U.S. EXPORTS

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 \$)	June 20	vs. yr ago
Mexico	\$131.0	+11%
Southeast Asia	100.3	+61%
Canada	72.5	+12%
China	52.1	+71%
So. Korea	38.3	+23%
Middle East/North Africa	36.0	+91%
Japan	30.7	+5%
Oceania	25.0	+22%
South America	24.1	-20%
Caribbean	16.3	-13%

U.S. EXPORTS AS % OF PRODUCTION

	June	yr ago	Jan-Jun 20	yr ago
NDM/SMP	80%	45%	71%	59%
Total cheese	7.7%	6.2%	6.5%	6.5%
Butterfat	3.7%	3.1%	2.3%	2.9%
Dry sweet whey	47%	34%	44%	38%
Lactose	72%	70%	79%	63%
Total milk solids	17.7%	14.0%	15.8%	14.1%

ACCESS U.S. EXPORT DATA ONLINE

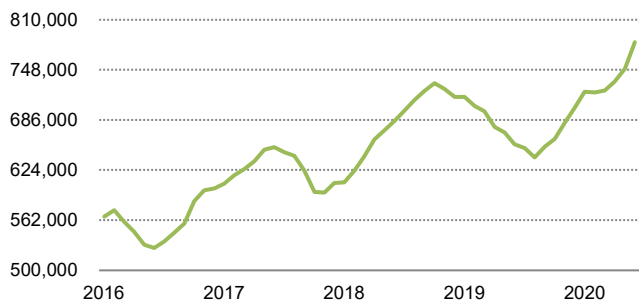
Visit usdec.org/research-and-data/market-data/us-export-data

Percent changes adjusted for leap day.

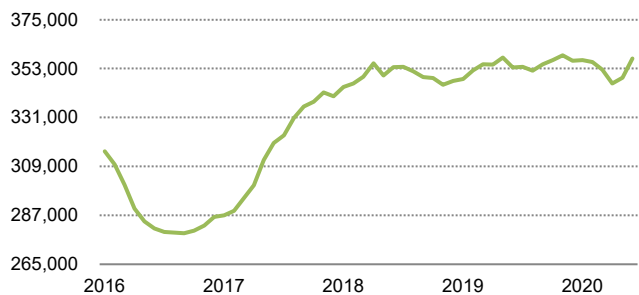
Source: USDEC, National Milk Producers Federation, U.S. Bureau of Census.

U.S. Exports: Rolling 12-Month Volume

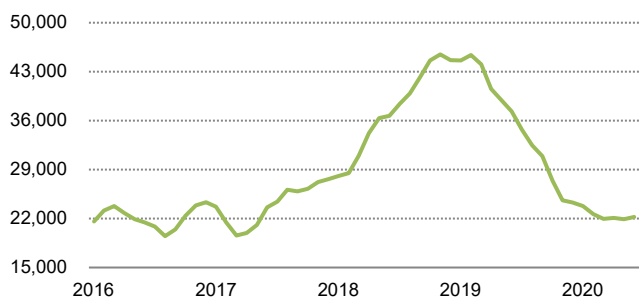
U.S. NDM/SMP EXPORTS (MT)



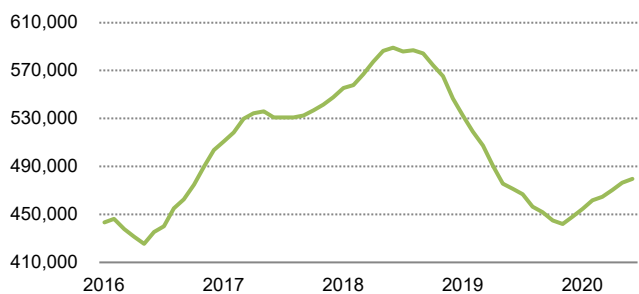
U.S. CHEESE EXPORTS (MT)



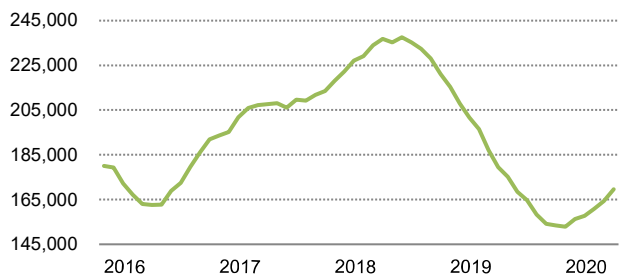
U.S. BUTTERFAT EXPORTS (MT)



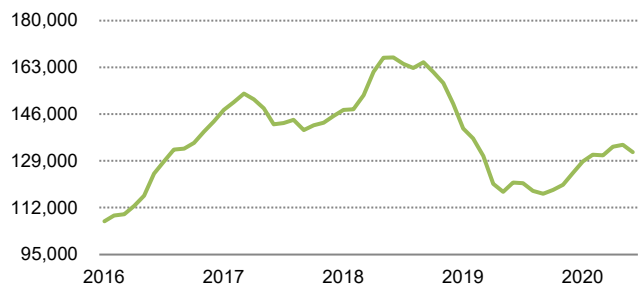
U.S. TOTAL WHEY* EXPORTS (MT)



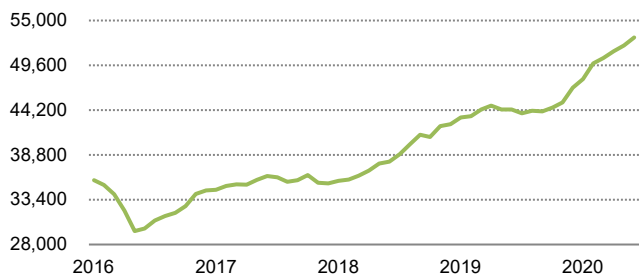
U.S. DRY WHEY EXPORTS (MT)



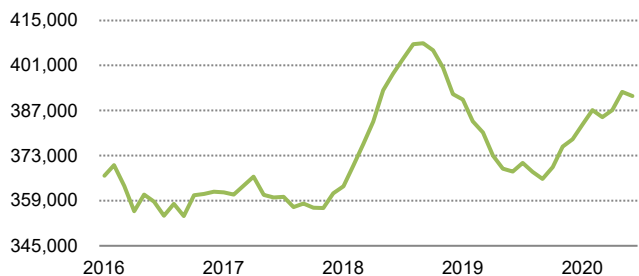
U.S. WPC EXPORTS (MT)



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.