

## U.S. Exports

# Dairy exports extend winning streak in November

U.S. exports continued to improve in November, increasing from prior months and topping year-ago levels for the third straight month. U.S. suppliers shipped 179,113 tons of milk powders, cheese, whey products, lactose and butterfat during the month, the most since March, and up 14% from a year ago. The value of all exports was \$536.4 million, up 21% and the most since April 2015 (on a daily-average basis).

Exporters saw gains in nonfat dry milk/skim milk powder (NDM/SMP) and lactose, as well as cheese and whey protein concentrate/isolate. U.S. suppliers posted record shipments of NDM/SMP to Southeast Asia for the second straight month. In addition, the total volume of exports to China were the highest of the year, and down only 10% from 2018.

The value of exports to Southeast Asia was the highest in more than four years -- \$96.5 million, up 57%. Suppliers also focused on South America, where exports reached a record high \$40.7 million, with more than half going to Colombia. In November, Colombia was the U.S.' eighth-largest export market.

Exports of **NDM/SMP** were 67,408 tons in November, up 41% from a year ago, thanks in part to the clearance of EU intervention stocks several months earlier. U.S. shipments to Southeast Asia were 27,384 tons, more than double year-ago levels. In addition, shipments to

Colombia increased more than five-fold and sales to China and the Middle East/North Africa (MENA) region were the highest of 2019.

In contrast, sales to Mexico were down 24%, the lowest volume in nearly two years. That made Southeast Asia the U.S.' largest NDM/SMP customer for the first time since July 2016.

**Cheese** exports were 28,439 tons in November, the most in five months and up 6% from last year. Sales to South Korea (+42%) and Japan (+54%) rebounded, and shipments to Mexico (+12%) remained strong.

Meanwhile, total **whey** exports were the most in five months (38,325 tons), though still 7% below a year ago. This year, whey protein isolate (WPI) volume will be the most ever, but dry whey exports will be the lowest since 2003.

Total whey sales to China were down 28% from last year, with dry whey (-69%) and WPI (-56%) suffering the most. However, shipments of whey protein concentrate (WPC) and modified whey products were up 16% from a year ago – likely a function of tariff relief on whey permeate for feed use.

### U.S. Exports

	LATEST MONTH				NOVEMBER (VOLUME, MT)					YEAR-TO-DATE				JANUARY-NOVEMBER (VOLUME, MT)			
	2017	2018	2019	% CHG	2017	2018	2019	% CHG		2017	2018	2019	% CHG	2017	2018	2019	% CHG
NDM/SMP*	55,190	47,813	67,408	+41	547,539	663,934	631,741	-5	547,539	663,934	631,741	-5	547,539	663,934	631,741	-5	
WMP*	2,718	3,637	3,856	+6	22,377	43,633	33,923	-22	22,377	43,633	33,923	-22	22,377	43,633	33,923	-22	
Cheese	29,137	26,516	28,439	+7	313,440	319,815	331,768	+4	313,440	319,815	331,768	+4	313,440	319,815	331,768	+4	
Butterfat	3,572	4,431	1,621	-63	24,835	42,670	22,592	-47	24,835	42,670	22,592	-47	24,835	42,670	22,592	-47	
Total Whey	50,580	41,396	38,325	-7	494,905	512,308	407,586	-20	494,905	512,308	407,586	-20	494,905	512,308	407,586	-20	
-Dry whey	20,558	16,384	12,339	-25	193,205	207,800	141,439	-32	193,205	207,800	141,439	-32	193,205	207,800	141,439	-32	
-WPC	13,676	9,751	11,547	+18	131,000	142,888	113,180	-21	131,000	142,888	113,180	-21	131,000	142,888	113,180	-21	
-Modified whey	13,558	11,173	9,739	-13	138,712	122,743	111,432	-9	138,712	122,743	111,432	-9	138,712	122,743	111,432	-9	
-WPI	2,788	4,088	4,700	+15	31,989	38,877	41,535	+7	31,989	38,877	41,535	+7	31,989	38,877	41,535	+7	
Lactose	30,761	25,764	31,982	+24	325,537	364,831	348,664	-4	325,537	364,831	348,664	-4	325,537	364,831	348,664	-4	
MPC	1,241	2,936	2,732	-7	20,635	29,810	31,241	+5	20,635	29,810	31,241	+5	20,635	29,810	31,241	+5	
Food preps (blends)	6,172	4,665	4,749	+2	64,198	57,738	48,234	-16	64,198	57,738	48,234	-16	64,198	57,738	48,234	-16	
<b>Aggregate volume**</b>	<b>179,372</b>	<b>157,159</b>	<b>179,113</b>	<b>+14</b>	<b>1,813,465</b>	<b>2,034,740</b>	<b>1,855,749</b>	<b>-9</b>	<b>1,813,465</b>	<b>2,034,740</b>	<b>1,855,749</b>	<b>-9</b>	<b>1,813,465</b>	<b>2,034,740</b>	<b>1,855,749</b>	<b>-9</b>	
Milk/cream (000 liters)	9,354	9,748	10,821	+11	97,796	105,910	120,970	+14	97,796	105,910	120,970	+14	97,796	105,910	120,970	+14	
<b>Total Value (millions)**</b>	<b>\$ 473.8</b>	<b>\$ 442.3</b>	<b>\$ 536.4</b>	<b>+21</b>	<b>\$ 5,008.8</b>	<b>\$ 5,149.2</b>	<b>\$ 5,491.2</b>	<b>+7</b>	<b>\$ 5,008.8</b>	<b>\$ 5,149.2</b>	<b>\$ 5,491.2</b>	<b>+7</b>	<b>\$ 5,008.8</b>	<b>\$ 5,149.2</b>	<b>\$ 5,491.2</b>	<b>+7</b>	

\* U.S. Census Bureau data for NDM/SMP and WMP since June 2016 adjusted to reflect shipments to Mexico misclassified as WMP.

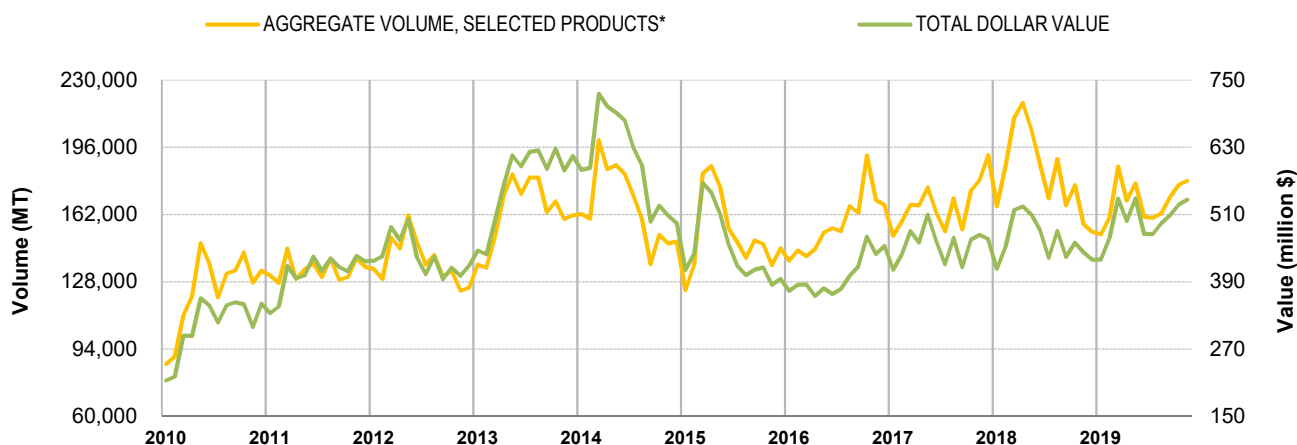
\*\* Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

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

# U.S. Exports

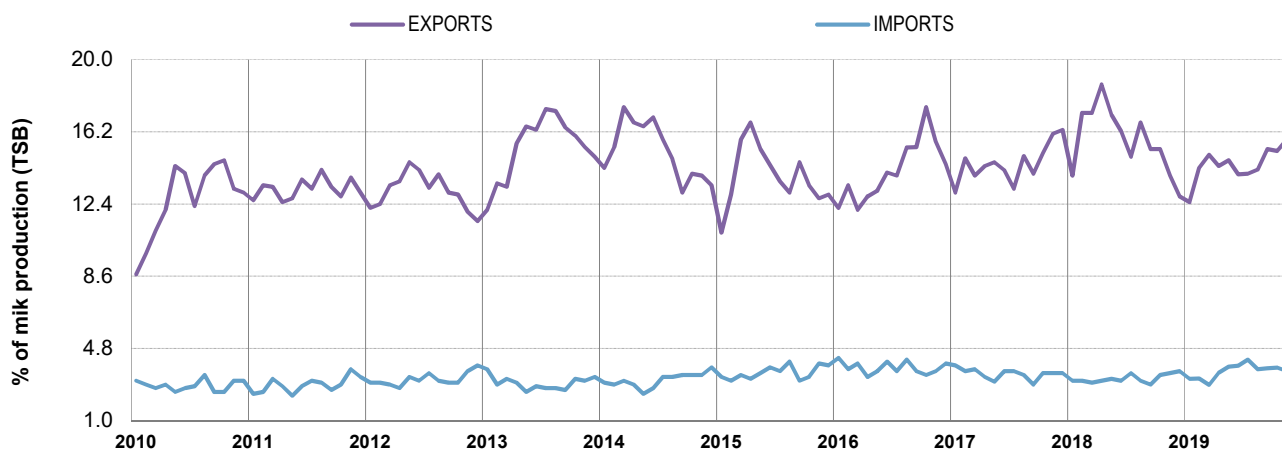
## U.S. EXPORTS

## 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 \$)	Nov 19	vs. yr ago
Mexico	\$ 124.3	+0%
Southeast Asia	96.5	+57%
Canada	59.5	+1%
South America	40.7	+73%
China	37.5	+16%
So. Korea	26.0	+55%
Japan	24.0	+44%
Middle East/North Africa	21.8	+33%
Caribbean	18.9	-7%
Oceania	19.3	+3%

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

	November	yr ago	Jan-Nov 19	yr ago
NDM/SMP	80%	60%	65%	68%
Total cheese	5.7%	5.3%	6.1%	5.9%
Butterfat	2.3%	6.5%	2.9%	5.5%
Dry sweet whey	36%	50%	35%	50%
Lactose	78%	55%	68%	77%
Total milk solids	15.8%	13.9%	14.5%	16.0%

#### 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)

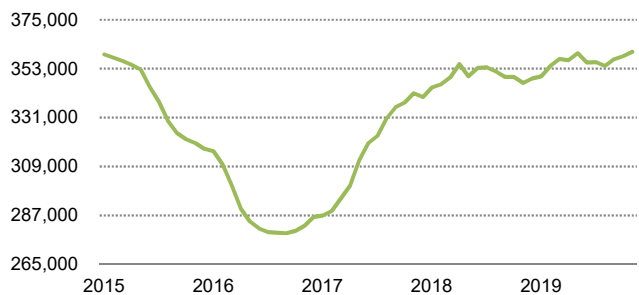
Source: USDEC, National Milk Producers Federation, U.S. Bureau of Census.

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

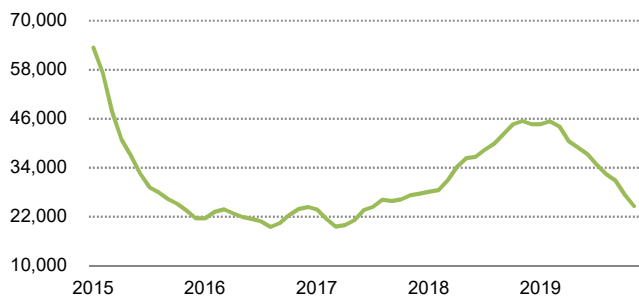
**U.S. NDM/SMP EXPORTS (MT)**



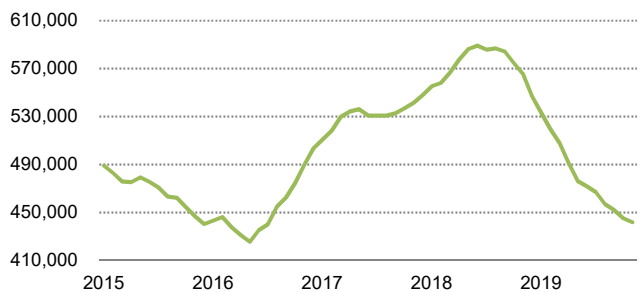
**U.S. CHEESE EXPORTS (MT)**



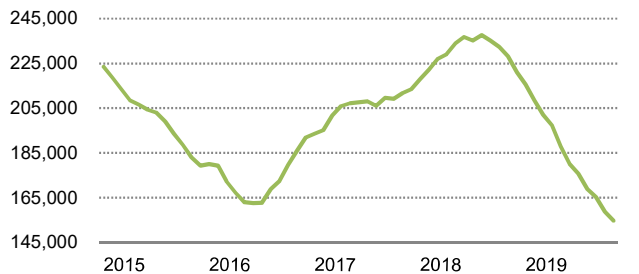
**U.S. BUTTERFAT EXPORTS (MT)**



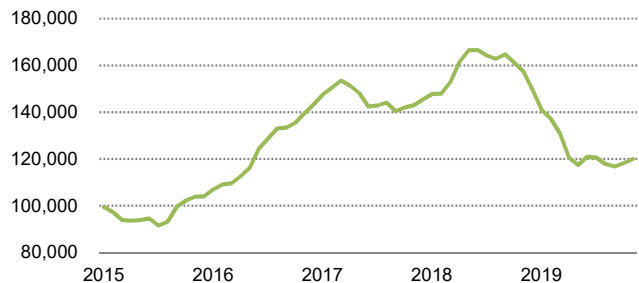
**U.S. TOTAL WHEY\* EXPORTS (MT)**



**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.