

U.S. Exports

Milk powder, WPC highlight April numbers

U.S. exports remain well below the volumes shipped during most of 2013 and 2014 and the first five months of 2015. But the bright spot in the April numbers was improved shipments of milk powder and whey proteins, which led overall volume to its highest total in 10 months.

U.S. exporters shipped 150,713 tons of milk powders, cheese, butterfat, whey and lactose in April, up 11 percent from March (on a daily-average basis) though still down 19 percent year-over-year. Overall exports were valued at \$366.7 million, down 31 percent from a year ago.

Shipments of nonfat dry milk/skim milk powder (NDM/SMP) were 46,213 tons, the most since last October, though still down 19 percent year-over-year. Sales to Mexico were up 22 percent vs. prior year, but volume to Southeast Asia was off 29 percent, with lighter sales to Vietnam, Indonesia and Malaysia. Shipments to China, Pakistan, Peru and the Middle East/North Africa region were lower across the board.

Exports of whey protein concentrate (WPC) were 23,520 tons, up 5 percent year-over-year and the second-biggest month ever. Sales to China were the highest in seven months, and exports to Southeast Asia and Mexico were up by double digits.

U.S. suppliers also posted a large jump in exports of whole milk powder (WMP), moving 6,822 tons, up 74 percent year-over-year, and the most since May 2010. Nearly all the improvement came from record sales to Mexico (5,318 tons, more than the sales volume for all of 2015).

Exports of the other large-volume categories – cheese, dry sweet whey and lactose – were well off the pace of a year ago.

Cheese exports in April were just 21,171 tons, down 33 percent from last year and the lowest volume since December 2012.

Shipments of dry whey were 12,699 tons, down 28 percent, led by a 58-percent decline in sales to China.

Exports of lactose were down 22 percent in April compared with the record volume sold in April 2015.

On a total milk solids basis, U.S. exports were equivalent to 13.4 percent of U.S. milk production in April, matching February for the highest figure in six months. Imports were equivalent to 3.3 percent of production, the lowest in six months.

U.S. Exports

	LATEST MONTH		APRIL (VOLUME, MT)			YEAR-TO-DATE		JANUARY-APRIL (VOLUME, MT)	
	2014	2015	2016	% CHG		2014	2015	2016	% CHG
NDM/SMP	52,968	57,400	46,213	-19	NDM/SMP	179,492	182,980	171,638	-6
WMP	5,514	3,924	6,822	+74	WMP	19,687	15,526	13,411	-14
Cheese	33,643	31,656	21,171	-33	Cheese	133,252	119,303	93,000	-22
Butterfat	9,133	2,355	1,314	-44	Butterfat	39,869	9,896	11,069	+12
Total Whey	45,651	44,770	39,086	-13	Total Whey	170,081	149,766	140,657	-6
-Dry whey	22,783	17,579	12,699	-28	-Dry whey	83,096	62,979	50,312	-20
-WPC	20,914	22,308	23,520	+5	-WPC	79,027	71,685	79,573	+11
-WPI	1,953	4,883	2,867	-41	-WPI	7,958	15,102	10,772	-29
Lactose	26,087	36,174	28,180	-22	Lactose	117,819	118,558	113,110	-5
MPC	6,866	3,495	2,083	-40	MPC	23,240	13,339	7,698	-42
Food preps (blends)	5,099	5,568	5,845	+5	Food preps (blends)	23,315	21,376	22,049	+3
Aggregate volume*	184,961	185,342	150,713	-19	Aggregate volume*	706,754	630,744	572,631	-9
Fluid milk (000 liters)	8,332	8,940	6,860	-23	Fluid milk (000 liters)	32,045	30,685	28,301	-8
Total Value (millions) *	\$ 689.4	\$ 535.0	\$ 366.7	-31	Total Value (millions) *	\$ 2,571.4	\$ 1,915.6	\$ 1,483.1	-23

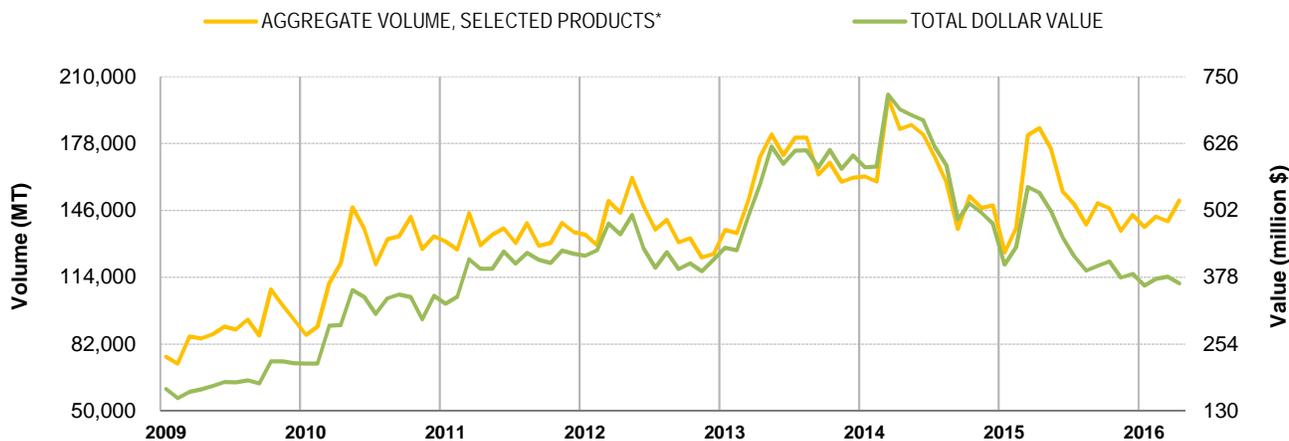
* Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

Source: USDA, USDEC.

U.S. Exports

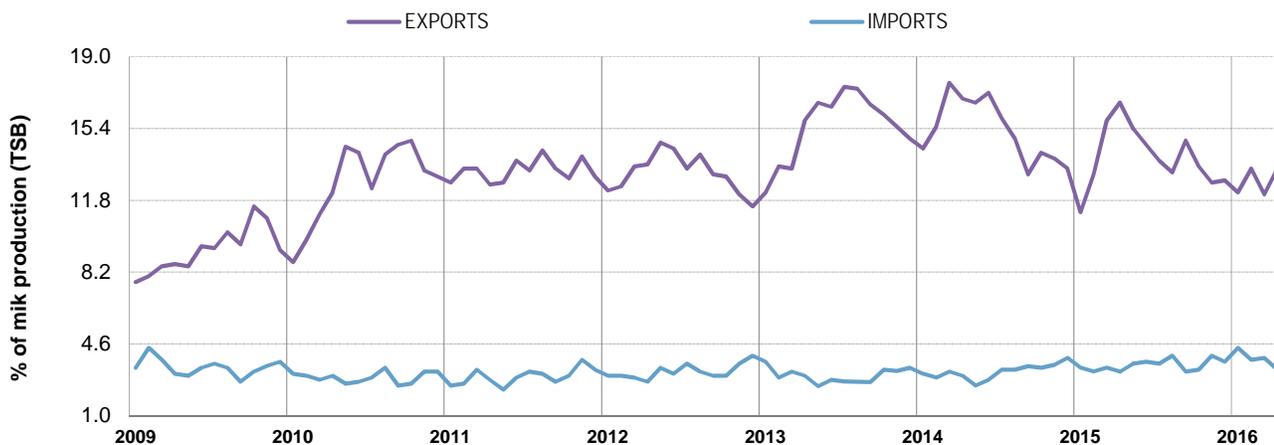
U.S. EXPORTS

VOLUME AND VALUE



* Volume includes SMP, WMP, food preps, 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 16	vs. yr ago
Mexico	\$ 94.5	-12%
Southeast Asia	55.7	-50%
Canada	52.2	+10%
China	25.0	-52%
Middle East/North Africa	21.5	-30%
Caribbean	18.9	-10%
South America	18.0	-40%
So. Korea	16.0	-53%
Japan	13.9	-44%
Oceania	10.7	-54%

U.S. EXPORTS AS % OF PRODUCTION

	April	yr ago	Jan-Apr 16	yr ago
NDM/SMP	45%	59%	47%	49%
Total cheese	4.7%	7.1%	5.2%	6.8%
Butterfat	1.6%	3.1%	3.4%	3.3%
Dry sweet whey	34%	50%	34%	44%
Lactose	71%	90%	71%	74%
Total milk solids	13.4%	16.7%	12.8%	14.2%

ACCESS U.S. EXPORT DATA ONLINE

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

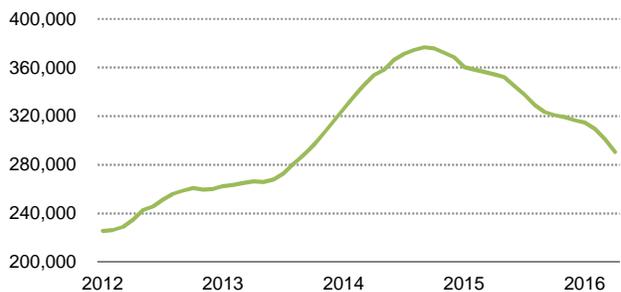
Source: USDA, USDEC, National Milk Producers Federation.

U.S. Exports: Rolling 12-Month Volume

U.S. NDM/SMP EXPORTS (MT)



U.S. CHEESE EXPORTS (MT)



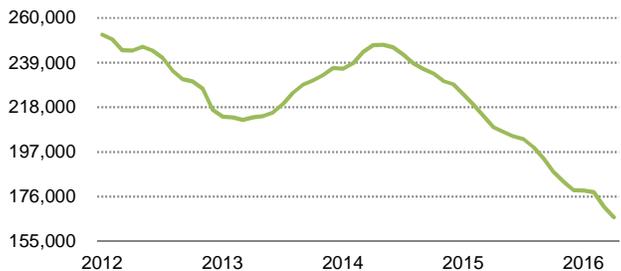
U.S. BUTTERFAT EXPORTS (MT)



U.S. TOTAL WHEY EXPORTS (MT)



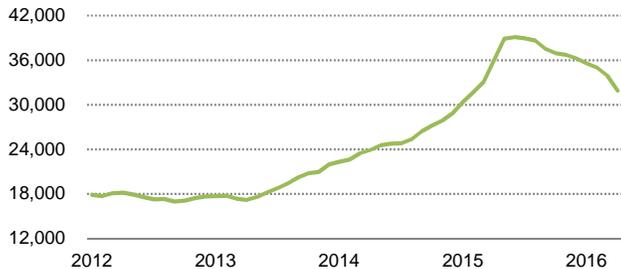
U.S. DRY WHEY EXPORTS (MT)



U.S. WPC EXPORTS (MT)



U.S. WPI EXPORTS (MT)



U.S. LACTOSE EXPORTS (MT)



Source: USDA, USDEC.