

## U.S. Exports

# November export volumes best in 18 months

The steady resurgence in U.S. dairy exports continued in November, with suppliers posting an 18-month high in export volume (on a 30-day-month basis) and a 17-month high in export value. In the second half of the year through November, total U.S. export volume was up 15 percent.

Volumes during the latest month were up year-over-year across most major product categories, with milk powder and whey products standing out. Milk powder exports were up 33 percent in November vs. the prior year. Official USDA data continues to show an increase in WMP exports to Mexico. However, Mexican import data and trade sources don't corroborate this, and we believe this volume represents SMP sales that were misclassified at the port. Therefore, we've adjusted NDM/SMP and WMP trade data for April-November to account for this misclassification.

Adjusted NDM/SMP exports in November were 55,955 tons. Sales to Southeast Asia (22,249 tons) were more than double year-ago levels, paced by heavy shipments to the Philippines (8,728 tons) and Indonesia (5,832 tons). In addition, adjusted NDM/SMP sales to Mexico were up 10 percent.

In the second half of the year to November, total whey exports were up 32 percent from last year, with a 47-percent gain in the latest month alone. More than half of the November sales went to China, which posted a new high of 24,130 tons, up 147 percent from a year earlier. Nearly 15,000 tons of that

volume was WPC, also a record high. Meanwhile, sales to Southeast Asia were up 63 percent year-over-year.

Cheese exports were 24,956 tons in November, up 10 percent from last year and the best month since March. Sales to Mexico were up 39 percent in November, while shipments to South Korea were up 12 percent. Exports to Japan and the Middle East/North Africa (MENA) region continued to lag.

U.S. butterfat exports were 2,594 tons, more than double year-ago volume. For the second straight month, more than half of shipments went to Canada, previously a relatively minor customer.

In November, total dairy export value to Southeast Asia and China hit their highest marks in more than a year; combined sales were up 34 percent year-over-year. Sales to Mexico were up 15 percent, and exports to Canada were just shy of a record high.

Overall export value was \$429 million in November. U.S. dairy exporters shipped 168,706 tons of milk powders, cheese, butterfat, whey and lactose in November, topping year-ago levels for the sixth straight month. On a total milk solids basis, U.S. exports were equivalent to 15.8 percent of U.S. milk production in November, bringing the year-to-date proportion to 14.2 percent. Imports were equivalent to 4.0 percent of production.

### U.S. Exports

	LATEST MONTH				NOVEMBER (VOLUME, MT)					YEAR-TO-DATE				JANUARY-NOVEMBER (VOLUME, MT)			
	2014	2015	2016	% CHG	2014	2015	2016	% CHG		2014	2015	2016	% CHG	2014	2015	2016	% CHG
NDM/SMP*	41,755	42,537	55,955	+32	NDM/SMP*	510,407	511,811	554,754	+8								
WMP*	4,243	1,156	2,087	+81	WMP*	43,548	44,841	39,890	-11								
Cheese	24,506	22,748	24,956	+10	Cheese	340,869	292,230	258,426	-12								
Butterfat	2,749	1,125	2,594	+131	Butterfat	67,115	19,679	21,975	+12								
Total Whey	37,980	30,762	45,227	+47	Total Whey	455,204	407,255	454,589	+12								
-Dry whey	16,539	11,511	17,471	+52	-Dry whey	212,184	166,508	172,869	+4								
-WPC	18,992	17,009	24,068	+42	-WPC	217,625	207,397	250,636	+21								
-WPI	2,449	2,242	3,688	+64	-WPI	25,394	33,350	31,084	-7								
Lactose	26,834	30,620	30,735	+0	Lactose	311,706	329,363	330,898	+0								
MPC	3,630	1,536	1,819	+18	MPC	47,851	28,133	19,070	-32								
Food preps (blends)	5,081	5,960	5,333	-11	Food preps (blends)	59,558	59,551	58,933	-1								
<b>Aggregate volume**</b>	<b>146,780</b>	<b>136,443</b>	<b>168,706</b>	<b>+24</b>	<b>Aggregate volume**</b>	<b>1,836,256</b>	<b>1,692,864</b>	<b>1,738,534</b>	<b>+3</b>								
Fluid milk (000 liters)	7,516	7,158	6,568	-8	Fluid milk (000 liters)	82,815	82,430	79,090	-4								
<b>Total Value (millions) **</b>	<b>\$ 495.6</b>	<b>\$ 376.9</b>	<b>\$ 429.3</b>	<b>+14</b>	<b>Total Value (millions) **</b>	<b>\$ 6,618.2</b>	<b>\$ 4,854.8</b>	<b>\$ 4,261.4</b>	<b>-12</b>								

\* USDA data for NDM/SMP and WMP adjusted to reflect shipments to Mexico misclassified as WMP.

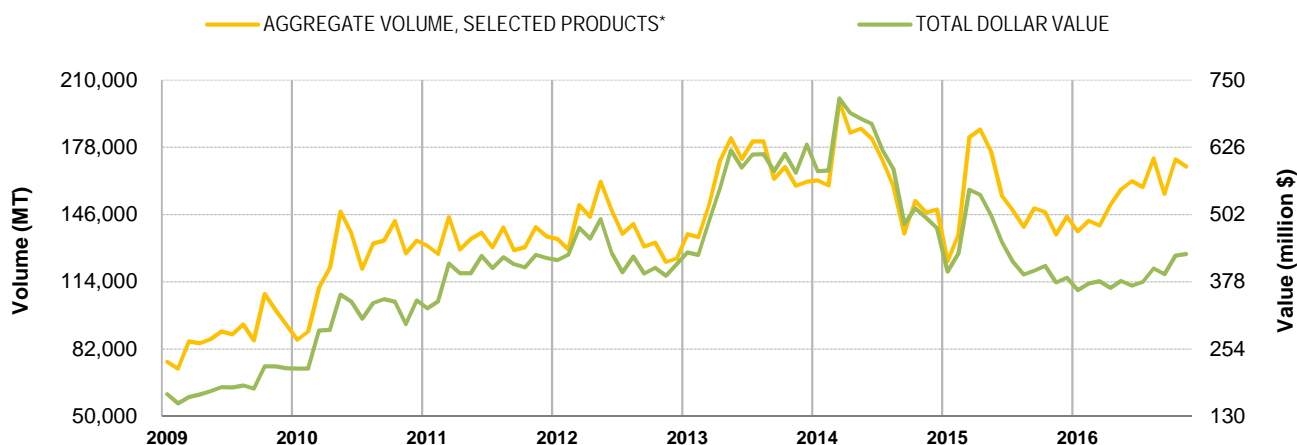
\*\* Aggregate volume includes the products listed above, except fluid milk. Total value includes other products in addition to the ones listed here.

Source: USDA, USDEC.

# U.S. Exports

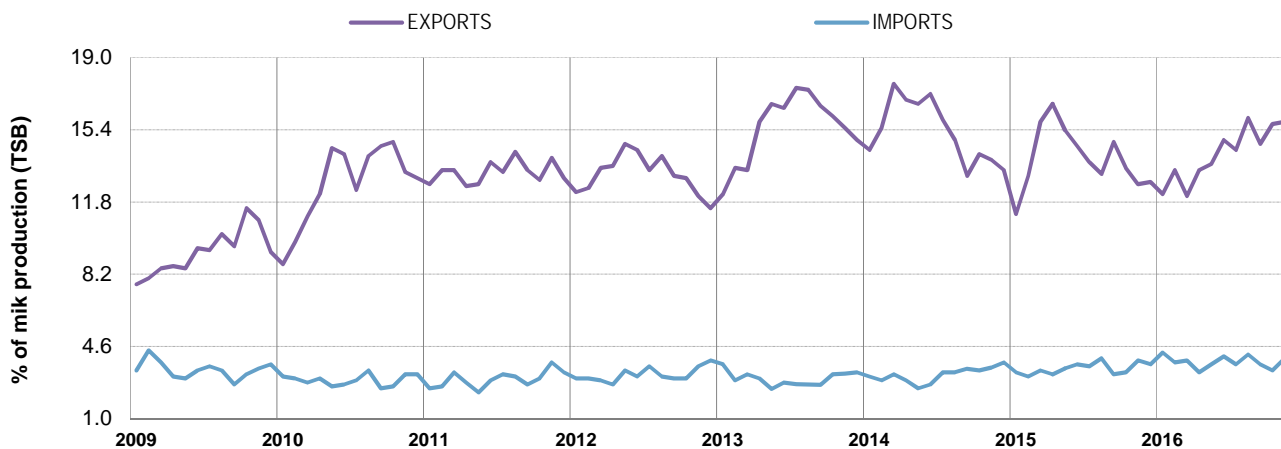
## U.S. EXPORTS

## 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 \$)	Nov 16	vs. yr ago
Mexico	\$ 106.9	+13%
Southeast Asia	71.3	+45%
Canada	60.8	+26%
China	40.1	+18%
South America	25.0	+1%
So. Korea	21.9	+8%
Japan	19.6	-1%
Caribbean	16.5	-8%
Middle East/North Africa	16.1	-1%
Oceania	13.5	-0%

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

	November	yr ago	Jan-Nov 16	yr ago
NDM/SMP	71%	54%	58%	54%
Total cheese	5.4%	5.1%	5.2%	6.0%
Butterfat	4.0%	1.6%	2.8%	2.6%
Dry sweet whey	52%	32%	43%	42%
Lactose	78%	82%	73%	76%
Total milk solids	15.8%	12.7%	14.2%	14.1%

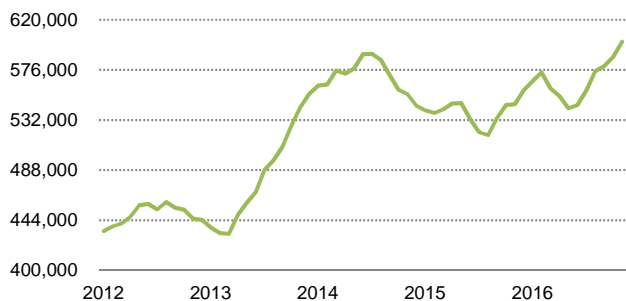
#### ACCESS U.S. EXPORT DATA ONLINE

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

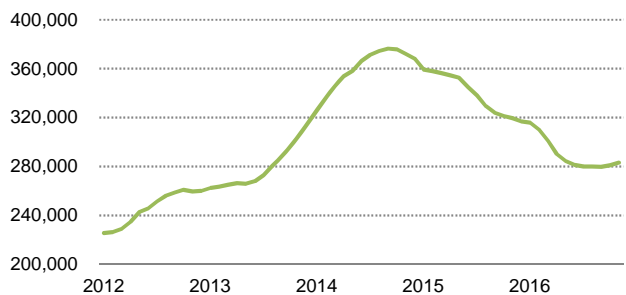
Source: USDA, USDEC, National Milk Producers Federation.

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

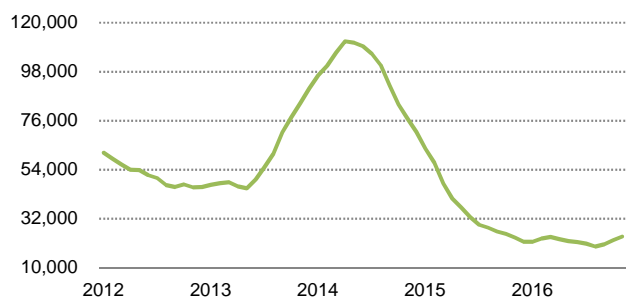
**U.S. NDM/SMP EXPORTS (MT)**



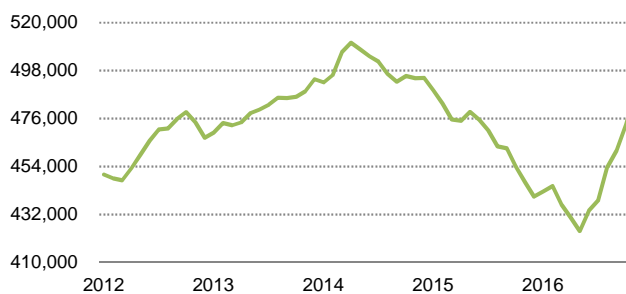
**U.S. CHEESE EXPORTS (MT)**



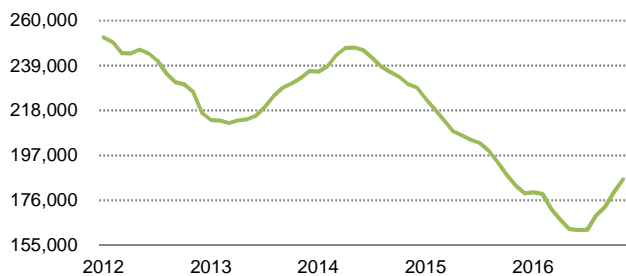
**U.S. BUTTERFAT EXPORTS (MT)**



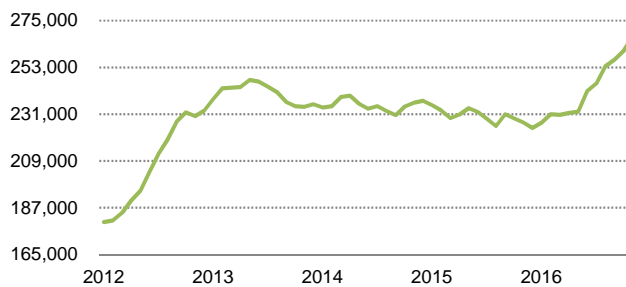
**U.S. TOTAL WHEY EXPORTS (MT)**



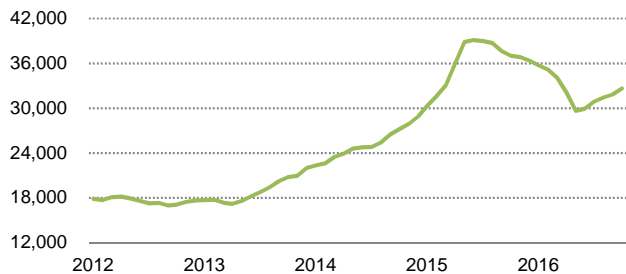
**U.S. DRY WHEY EXPORTS (MT)**



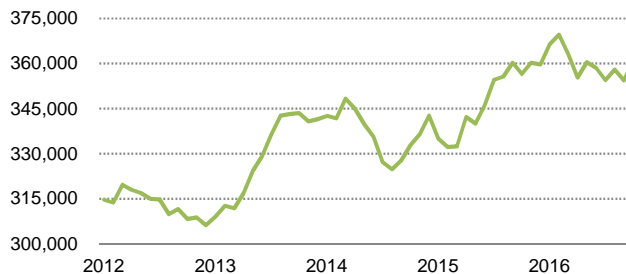
**U.S. WPC EXPORTS (MT)**



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



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



Source: USDA, USDEC.