



Jan. 13, 2012

U.S. Dairy Exports - November 2011

Overview: U.S. dairy export volumes improved in November, posting the highest figure (daily-average basis) since March, according to trade data released Jan. 13 by USDA's Foreign Agricultural Service. Total export value was a record-high \$434 million, up 45 percent from November 2010. In the September-November period, U.S. exports of dry ingredients (milk powder, whey, lactose), cheese and butterfat were 390,365 tons, down 2 percent from a year ago.

Export volumes (MT)

Milk Powder* (includes NDM/SMP and WMP)		Nov 11 vs. yr ago	Sep-Nov 11 vs. yr ago	2011 YTD vs. yr ago
		39,304 5%	116,463 -14%	420,483 5%
NDM/SMP		Nov 11 vs. yr ago	Sep-Nov 11 vs. yr ago	2011 YTD vs. yr ago
		37,331 11%	110,485 -13%	402,010 15%
NDM/SMP exports have been between 33,000 tons and 40,000 tons every month for the last 13 months. In the September-November period, sales to Mexico were down 3% from the prior year. Shipments to Southeast Asia were flat, while exports to the Middle East/North Africa were down 64% vs. prior year.				
WMP		Nov 11 vs. yr ago	Sep-Nov 11 vs. yr ago	2011 YTD vs. yr ago
		1,973 -44%	5,978 -34%	18,473 -63%
* - Whole milk powder production data, industry sources, and import data from corresponding destinations suggest that export volumes classified under 040221 (whole milk powder, not containing added sweeteners) and 040229 (other whole milk powder) may have been misclassified. USDEC will adjust the data against import data from other countries as it becomes available.				
Total whey proteins		Nov 11 vs. yr ago	Sep-Nov 11 vs. yr ago	2011 YTD vs. yr ago
		41,426 8%	112,289 -2%	409,791 0%
November exports were the highest in more than a year (daily-average basis). China remains the major customer; in the September-November period, U.S. whey sales to China were up 20%. Meanwhile, shipments to Southeast Asia were down 6% and exports to Mexico were down 29%.				
Dry sweet whey		Nov 11 vs. yr ago	Sep-Nov 11 vs. yr ago	2011 YTD vs. yr ago
		21,089 -8%	60,123 -5%	225,404 -3%
	WPC	Nov 11 vs. yr ago	Sep-Nov 11 vs. yr ago	2011 YTD vs. yr ago
	19,179 34%	48,147 2%	168,304 2%	
	WPI	Nov 11 vs. yr ago	Sep-Nov 11 vs. yr ago	2011 YTD vs. yr ago
	1,158 -15%	4,020 -4%	16,083 6%	
Total cheese		Nov 11 vs. yr ago	Sep-Nov 11 vs. yr ago	2011 YTD vs. yr ago
		20,098 53%	52,581 32%	203,963 33%
U.S. cheese exports improved in November. In the September-November period, shipments to Mexico were up 28% from the prior year, while additional gains were registered in exports to South Korea (+38%), Japan (+66%) and Saudi Arabia (+261%).				
Butterfat		Nov 11 vs. yr ago	Sep-Nov 11 vs. yr ago	2011 YTD vs. yr ago
		3,929 -11%	9,334 -29%	59,409 15%
Export volumes improved in November vs. the two previous months. In September-November, leading butterfat customers were Saudi Arabia, Canada and Mexico.				

Export volumes (MT)

	Nov 11	vs. yr ago	Sep-Nov 11	vs. yr ago	2011 YTD	vs. yr ago
	Lactose	25,381	-6%	76,739	-3%	284,928
<i>In the September-November period, lactose exports to New Zealand were up 70%, while sales to China increased 1%.</i>						
Food Preps (blends)	6,955	36%	22,959	56%	65,764	16%
Fluid milk/cream (000 liters)	6,326	5%	19,672	1%	71,060	9%
Ice cream	2,302	6%	7,206	9%	34,533	15%

Export value (million \$)

TOTAL VALUE	Nov 11	vs. yr ago	Sep-Nov 11	vs. yr ago	2011 YTD	vs. yr ago
	\$	434.2	45%	1,260.0	27%	4,394.2

Market	Nov 11	vs. yr ago	Sep-Nov 11	vs. yr ago	2011 YTD	vs. yr ago
Mexico	\$110	50%	\$317	18%	\$1,059	41%
Southeast Asia	\$66	44%	\$230	48%	\$890	39%
Canada	\$40	-1%	\$135	18%	\$452	14%
Middle East/No. Africa	\$35	8%	\$84	-2%	\$342	7%
China	\$48	172%	\$120	92%	\$326	59%
Japan	\$25	58%	\$68	44%	\$249	38%
South Korea	\$21	130%	\$47	50%	\$209	81%
Caribbean	\$21	58%	\$54	12%	\$171	-4%
South America	\$15	21%	\$37	-14%	\$145	12%

Exports as percent of production

Product	Nov 11	yr ago	Sep-Nov 11	yr ago	2011 YTD	yr ago
NDM/SMP	52%	55%	55%	71%	50%	47%
Total cheese	5.0%	3.3%	4.4%	3.3%	4.6%	3.6%
Butterfat	5.7%	7.3%	4.7%	7.9%	8.0%	8.1%
Dry sweet whey	60%	63%	57%	59%	54%	55%
Lactose	70%	78%	69%	76%	69%	67%

TOTAL MILK SOLIDS	14.1%	13.3%	13.5%	14.3%	13.3%	12.7%
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