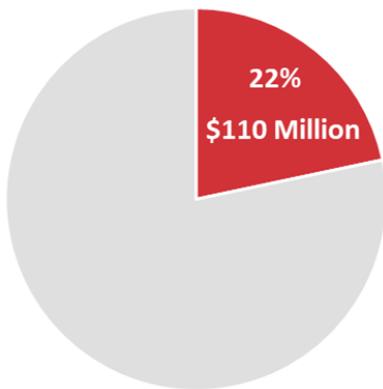


After U.S. dairy product manufacturers and marketers invested years developing opportunities in China, it became a leading market for U.S. dairy products. Retaliatory tariffs have derailed those efforts, costing the U.S. dairy industry millions in sales, market share and jobs. Phase 1 of the U.S. - China trade deal is signed, opening up some doors for dairy exports, but there's still more to be done.

**\$374**  
**Million**  
U.S. Dairy Exports to  
China 2019

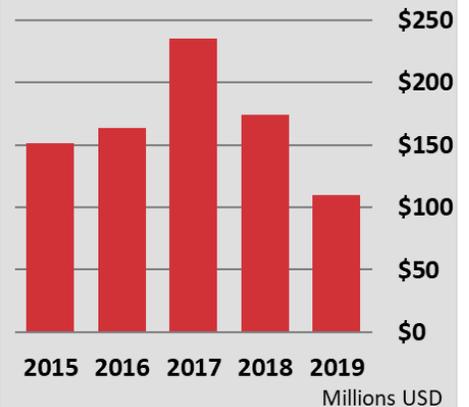
\$ SHARE OF U.S. WHEY EXPORTS



## WHEY

China took 22% of U.S. whey exports by value in 2019 with shipments adding up to \$110 million — down from \$235 million in pre-retaliatory tariff 2017. That's the smallest dollar value to China since 2009, when sales to the region accounted for 21% of U.S. whey trade.

U.S. WHEY SALES TO CHINA



## 2019 U.S. EXPORTS TO CHINA

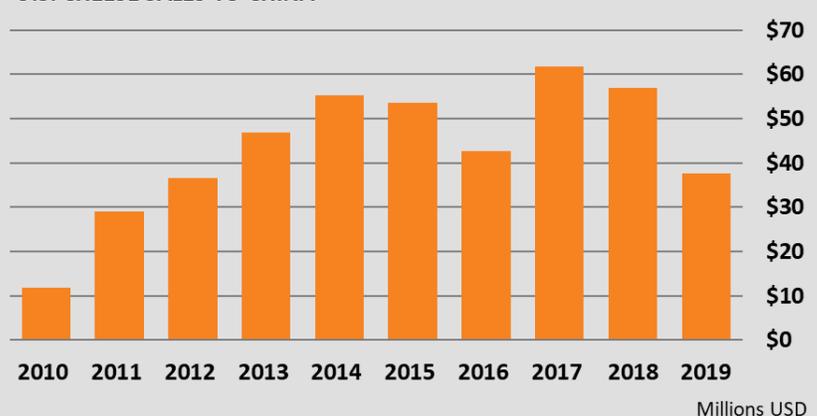
Product	Value	vs 2017
Whey	\$ 110	-53%
SMP	\$ 23	-66%
Cheese	\$ 38	-39%
Lactose	\$ 59	-4%
WPC/WPI	\$ 60	+3%
Infant Formula	\$ 45	+39%
Milk Food Preps	\$ 14	+88%
Casein/Caseinates	\$ 2	-68%
Ice Cream	\$ 5	+135%
Butter and AMF	\$ 0	-41%
Other	\$ 17	-59%
<b>TOTAL</b>	<b>\$ 374</b>	<b>-35%</b>

Millions of USD, Census Bureau

## CHEESE

China is a major market for cheese globally, with total imports up by 6% annually from 2014 to 2019. With U.S. product pricier due to higher tariffs, other sellers have been quick to take advantage. **Through December 2019, U.S. export value fell 34% to \$38 million—down to 2012 levels.**

U.S. CHEESE SALES TO CHINA



For more information, visit IDFA's Trade Toolkit at [www.idfa.org/tradetoolkit](http://www.idfa.org/tradetoolkit)