

U.S. Exported \$374 Million in Dairy Products to China in 2019

Retaliatory tariffs have derailed efforts made by the U.S. dairy industry to develop China's market. These tariffs have cost 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.

Whey

- China took 22% of U.S. whey exports by value in 2019 with shipments totaling \$110 million—down from \$235 million in pre-retaliatory tariff 2017. Sales year-to-date through April 2020 reached \$47 million, up 30% year-over-year but down 36% from 2018. U.S. sales to China in April alone rose to \$15 million—the biggest month since June 2018.

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. Year-to-date through April, U.S. export value fell to \$11 million, 18% below 2019 levels.

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%
TOTAL	\$ 374	-35%

Millions of USD, Census Bureau

U.S. Exports to China

