

## SAMPLE FILE – New Zealand Exports of Skimmed milk powder, fat content not over 1.5%

The purpose of this paper is to show what sort of typical analytical tables and charts are available in a standard TradeData Excel file for any product exported from New Zealand. The product chosen was **Skimmed milk powder, fat content not over 1.5%**. Similar information is available for any product. The information is supplied in Excel file format and the file is designed to enable efficient analysis of the underlying statistics. At the end of this paper there is listed two typical export transactions to demonstrate the underlying export information that is available.

### Table – Top Ten Origin Countries

The following table comes directly out of our standard excel file and shows – monthly –the top ten destination countries in terms of volumes and average prices per month, by country. This table provides a convenient summary of month to month movements in exports. TradeData will normally supply the current year and five years of back data in its data files. However, if more data is required, in most cases we can supply at no extra charge.

Top 10 Destination Countries for New Zealand Exports for Skimmed milk powder, fat content not over 1.5%

	China	Malaysia	Philippines	Thailand	Singapore	Indonesia	Taiwan	Vietnam	Saudi Arabia	Japan	Others	Total	
Mar-20	FOB per Tonnes	\$4,913.20	\$5,428.49	\$4,646.76	\$4,878.12	\$3,724.01	\$4,726.82	\$4,960.35	\$4,783.27	\$4,926.21	\$5,524.66	\$4,906.42	\$4,830.71
	Quantity	8,573.7	3,330.8	2,336.7	2,442.6	2,511.7	4,326.5	1,535.2	1,025.5	985.8	313.2	5,824.3	33,205.9
Apr-20	FOB per Tonnes	\$5,312.63	\$5,965.16	\$5,047.89	\$5,296.52	\$4,822.76	\$5,170.58	\$5,153.38	\$5,254.85	\$4,893.05	\$5,072.94	\$5,220.79	\$5,229.21
	Quantity	6,237.0	3,112.3	2,735.5	1,191.8	1,748.5	3,342.5	1,617.1	1,026.9	2,285.8	36.0	5,368.9	28,702.3
May-20	FOB per Tonnes	\$4,645.03	\$6,039.89	\$4,511.75	\$4,873.28	\$4,655.37	\$4,701.90	\$4,584.61	\$4,681.23	\$4,579.47	\$5,300.74	\$4,733.03	\$4,742.17
	Quantity	8,063.4	1,266.7	4,047.9	1,931.7	1,863.5	1,768.0	1,712.8	1,091.3	1,974.7	123.0	7,535.6	31,378.5

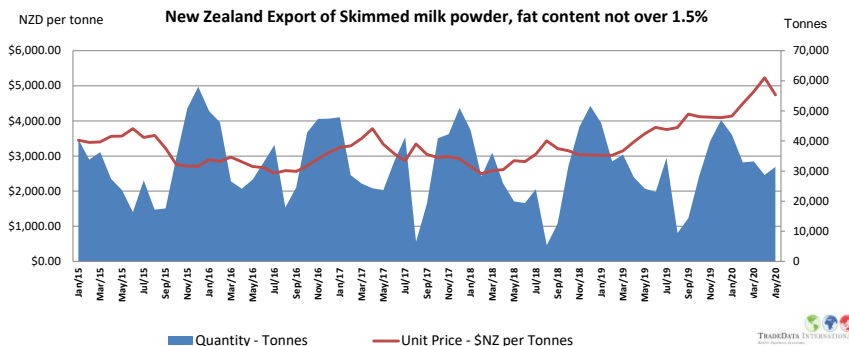
### Details

There is a worksheet in the excel file that lists Port to Port details by country and average prices each month. A small sample is below.

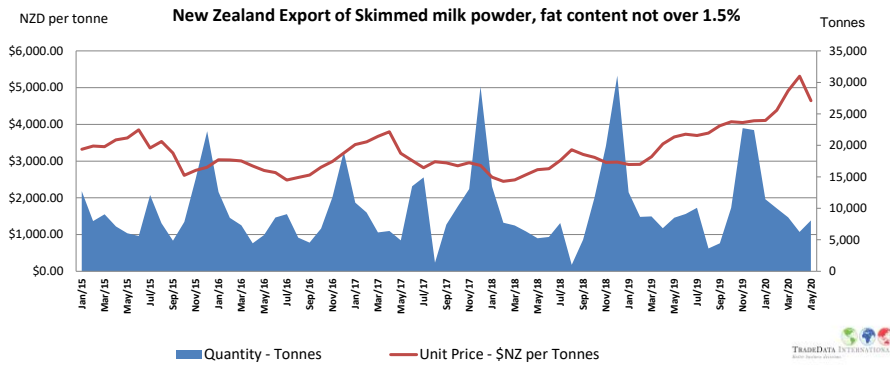
Date	Partner_Country_strd	Port_OS	Port	Mode_of_Transp	Sum of Quantity1	Sum of Value_FOE	FOB Unit Price	
May-20	China	Tanjung Pelepas	Dunedin Seaport (F)		1407200	270	\$5,211.85	
			Tauranga Seaport		9970772	2,224	\$4,483.16	
			Timaru		912152	198	\$4,618.49	
			Tauranga Seaport		45488	6	\$7,011.10	
			Auckland Seaport		8075	1	\$7,083.33	
			Singapore		363464	72	\$5,048.11	
			Dunedin Seaport (F)		4334370	942	\$4,601.85	
			Tauranga Seaport		374981	85	\$4,432.40	
			Timaru					
			Timaru					

### Price and Quantity

The next chart shows monthly movement in export volumes - the blue shaded area of the chart - and in average prices. The red line shows average prices without Transport and Insurance Costs (FOB values). The chart shows exports to be highly seasonal with peak sales near the end/start of each year. There are lower export volumes through the middle of the year. Sales have declined after peaking in 2016. Average prices have risen strongly from early 2019 where they were \$NZ 3,000 a tonne to near \$NZ 5000 early in 2020.

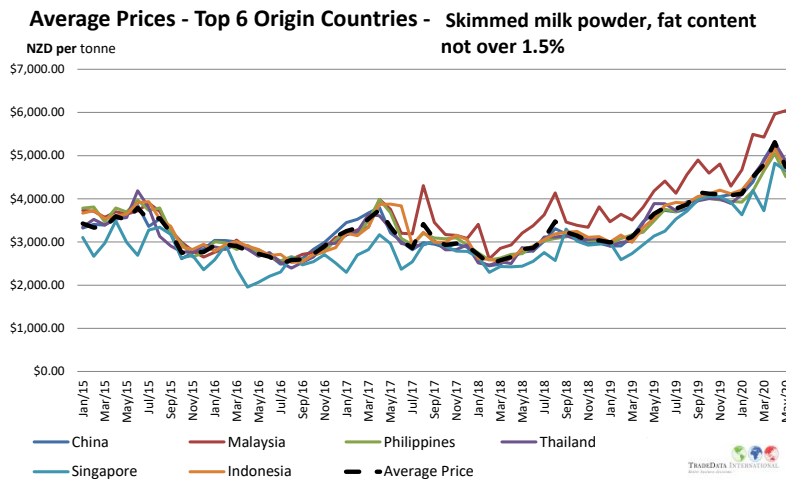


The excel file enables the user to select a destination and then redraws this Price & Quantity chart only including exports to the selected country. The chart below lists Price and Quantity where export only to China is selected. This shows a more pronounced seasonal pattern and also shows export volumes to China increasing in recent years.



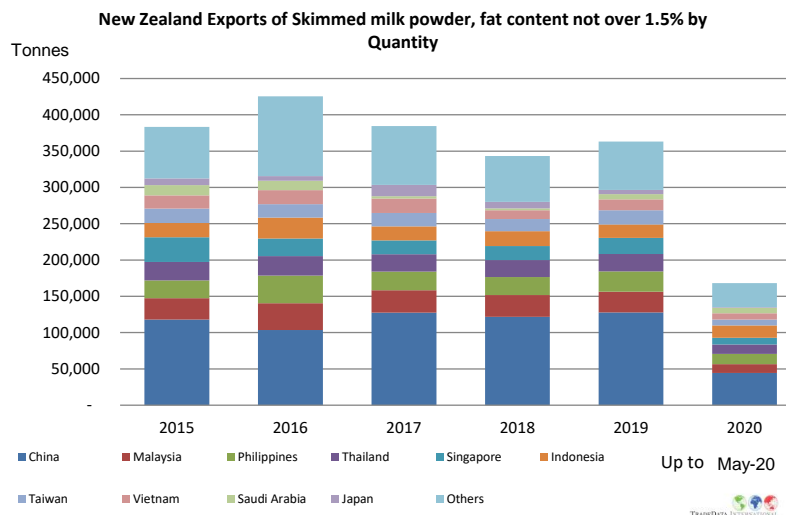
### Average Prices – Top Six Destination Countries

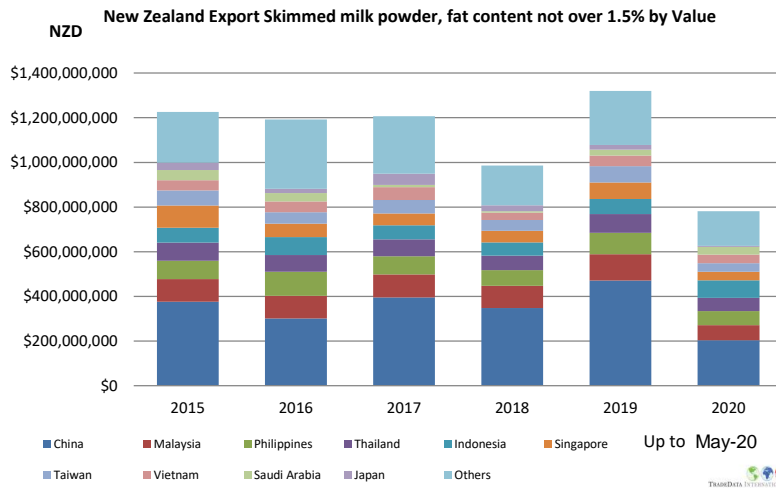
The following chart list average prices over time for the Top 6 destination countries. In the last couple of years, the price of exports to Malaysia have been above average and to Singapore below average.



### Major Destination Countries

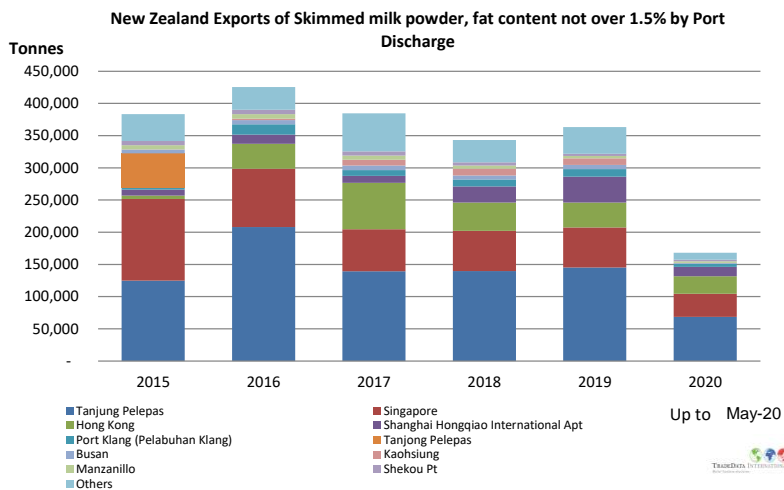
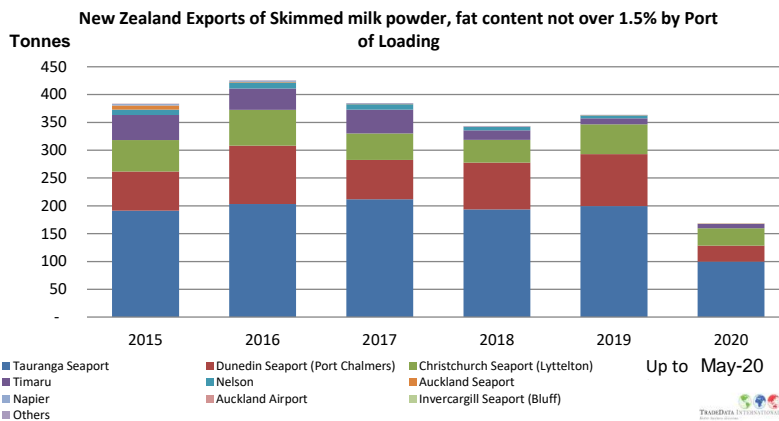
The following two charts list annually the top ten export destination countries both in volume and value terms. These charts draw the major destination countries market shares over time. Exports peaked in 2016 at 425,466 tonnes and declined to 343,200 tonnes in 2018. The declines were widespread with many major markets receiving less in 2018 than they received in 2016. The exception is China. In NZ dollar value terms, exports peaked at just over NZD 1.3 billion in 2019 when prices were far higher. This has continued thus far in 2020.





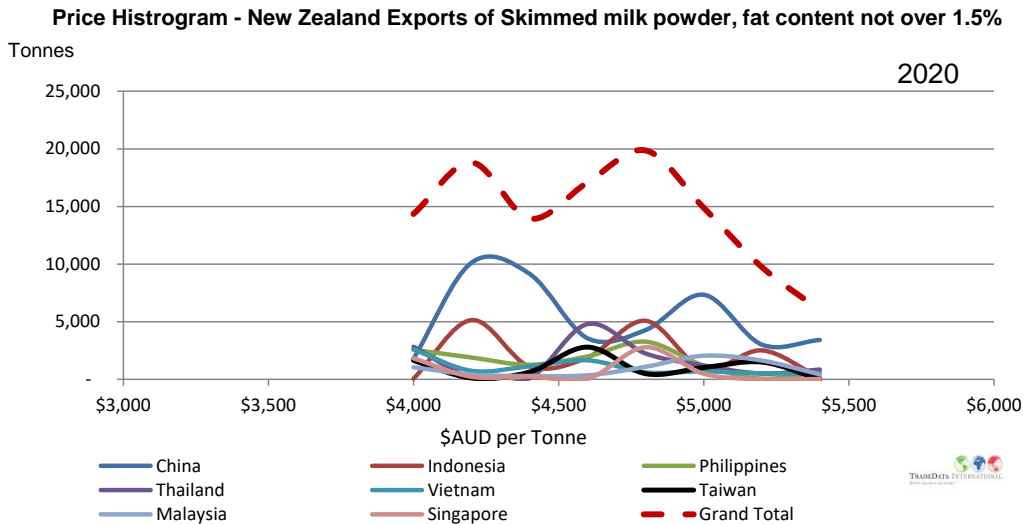
### Exports Volumes by Ports of Loading and Discharge

The following two charts list the Port of Loading (in New Zealand) where exports are loaded and the Ports of Discharge overseas. Most exports are loaded in Tauranga, Dunedin and Christchurch and are sea freighted. There has been a changing mix of major overseas ports of discharge. In recent years Tanjung Pelepas, Singapore and Hong Kong have been the major discharge ports.



### Market Segments

The following chart lists a Price Histogram by Country. This shows thus far for 2020, the volumes exported at different price points and the major destination markets supplied at these price points. The Excel file enables the user to select different years and to the chart will redraw itself accordingly. The chart shows the major export markets thus far in 2020 mostly purchase at prices around NZD 4,200 and NZD 4,800 per tonne. There are also sales at prices slightly above and below these two prices.



### Two Typical Transactions

The following table list two typical data transactions as found in the New Zealand exports data set.

Code	0402100002	0402100002
TradeType	Export	Export
Year	2019	2019
Month	03	03
Description	Skimmed milk powder, fat content not over 1.5%	Skimmed milk powder, fat content not over 1.5%
Reporting_Country	New Zealand	New Zealand
Reporting_Country_strd	New Zealand	New Zealand
Partner_Country	Un Arab Emir	Viet Nam
Partner_Country_strd	Un Arab Emir	Viet Nam
Value Unit	NZD	NZD
Value_FOB	\$1,724,581.00	\$61,110.00
Quantity1 Unit	Tonnes	Tonnes
Quantity1	557.825	6.95
Gross Weight Kgs	565634	7077
Port	Dunedin Seaport (Port Chalmers)	Auckland Airport
Port_OS	Singapore	Singapore
Mode_of_Transport	SEA	AIR

Please Note: with New Zealand import or export statistics it is not possible to obtain company details associated with international trade due to strict privacy laws.

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