

SAMPLE FILE – USA Exports of Powdered milk, fat<= 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 the USA. The product chosen was “Powdered milk, fat<= 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 two typical export transactions are listed to demonstrate the underlying export information that is available in TradeData’s standard Excel file.

Table – Top Ten Destination Countries

The following table comes directly out of our standard excel file and shows – monthly – the top ten destination countries in terms of volumes as well as 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.

		Mexico	Philippines	Indonesia	Viet Nam	Malaysia	China	Pakistan	Peru	Colombia	Chile	Others	Total
Jul-20	FOB per Tonnes	\$2,289.31	\$2,214.63	\$2,251.78	\$2,079.12	\$2,522.46	\$2,211.83	\$2,037.08	\$2,509.72	\$2,352.18	\$2,321.47	\$2,243.78	\$2,266.37
	Quantity	26,039.9	11,106.8	8,160.3	4,845.4	3,791.4	1,916.5	929.3	1,476.9	2,100.7	2,024.5	13,313.1	75,704.7
Aug-20	FOB per Tonnes	\$2,331.39	\$2,287.92	\$2,306.37	\$2,341.41	\$2,561.34	\$2,246.42	\$2,307.89	\$2,358.16	\$2,277.25	\$2,293.75	\$2,308.50	\$2,321.93
	Quantity	24,111.6	11,474.5	7,258.0	5,502.9	2,896.9	5,343.4	786.0	2,431.5	1,684.1	1,257.5	6,603.0	69,349.4
Sep-20	FOB per Tonnes	\$2,377.02	\$2,349.96	\$2,422.81	\$2,391.63	\$2,487.84	\$2,124.99	\$2,378.08	\$2,402.35	\$2,054.47	\$2,269.20	\$2,334.37	\$2,357.06
	Quantity	23,587.3	13,500.0	5,449.4	1,901.4	3,255.4	2,984.0	407.8	1,470.5	1,093.7	1,220.7	7,460.5	62,330.7

Details

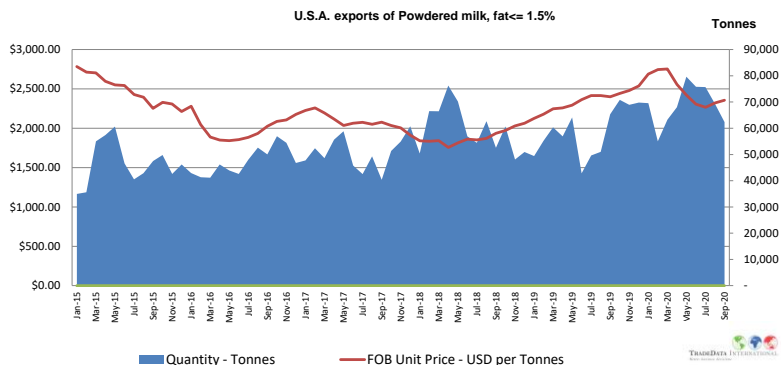
There is a worksheet in the excel file that lists USA export details by country, volumes and average prices each month. Note these are prices on an FOB basis and as such do not include transport and insurance costs. A small sample is below.

Description	Powdered milk, fat<= 1.5%
HS Code	0402100000
TradeType	Exports
Year	2020
Reporting_Country_st	U.S.A.
Quantity1 Unit	Tonnes

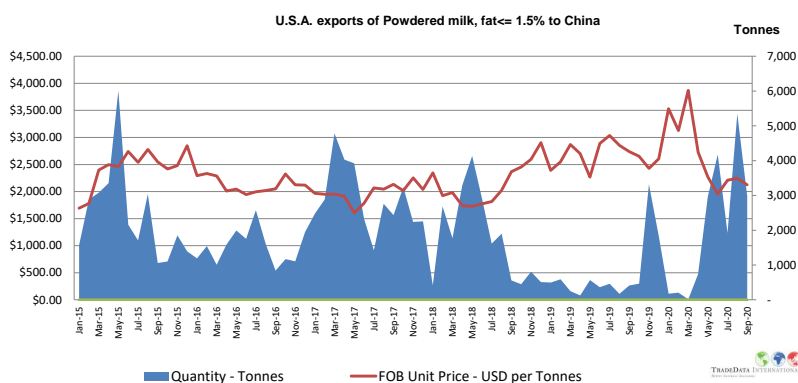
Date	Partner_Country_str	Port	Mode_of_Transp	Data		Unit Price FOB USD per tonne
				Sum Quantity	Sum ValueUSD	
Sep-20	Mexico	NEW YORK CITY N.Y	SEA	19	56,335	\$2,965.00
		LOS ANGELES CALIF	SEA	1,613	3,170,520	\$1,965.25
		SEATTLE WASH.	SEA	832	1,867,479	\$2,243.49
		SAN FRANCISCO CA	SEA	459	1,125,904	\$2,453.48
		BALTIMORE M.D.	SEA	285	690,814	\$2,425.00
		SAN DIEGO CALIF.	Others	555	1,323,028	\$2,384.04
		LAREDO TEX.	Others	4,065	9,765,098	\$2,402.13
		EL PASO TEX.	Others	15,759	38,068,311	\$2,415.71

Price and Quantity

The next chart shows monthly movement in exports volumes - the blue shaded area of the chart - and in average prices on an FOB basis. Export volumes tend to be lower at the end of each year and higher at the start of the year but are stable on a trend basis until 2018 when they increased strongly. They increased again late in 2019 and into 2020. Average prices have increased strongly since mid-2018 from below \$US 2,000 a tonne to over \$US 2,500 by early 2020. In recent months they have retreated to around \$US 2,300 a tonne.

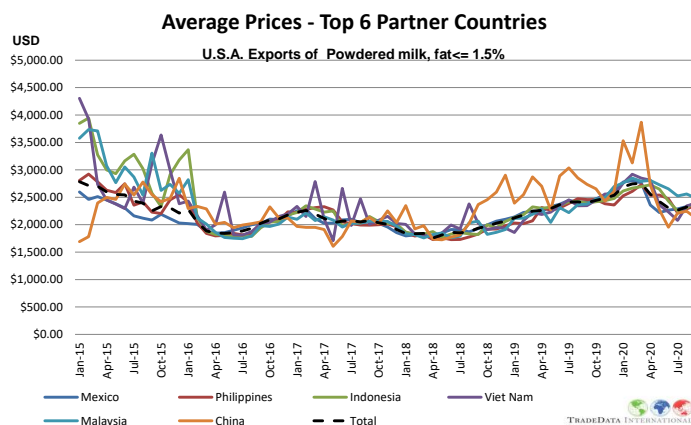


The excel file enables the user to select a particular destination country and then redraw this Price&Quantity chart to only include exports to the selected country. The chart below lists the Price and Quantity where exports only to China are selected. Exports to China increased strongly in the middle of 2017 and 2018 and then declined markedly in 2019. Exports to China have subsequently rebounded in the last few months up to September 2020.



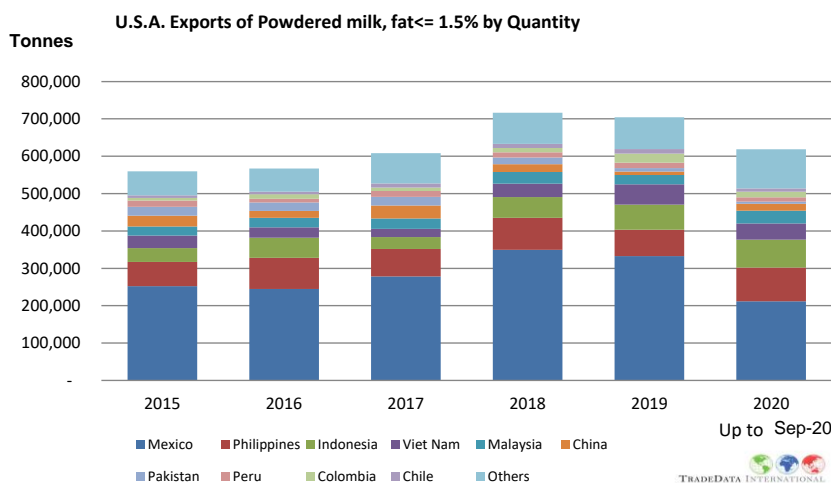
Average Prices – Top Six Destination Countries

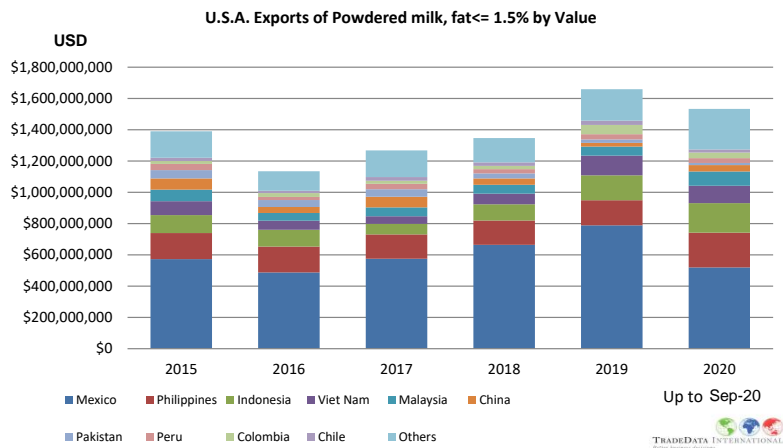
The following chart list average prices over time for the Top 6 destination countries for the USA. Prices have increased from the middle of 2018 up to early 2020 before falling back slightly. Note: Average prices with export sales to China have been above average over the last two years.



Major Destination Countries

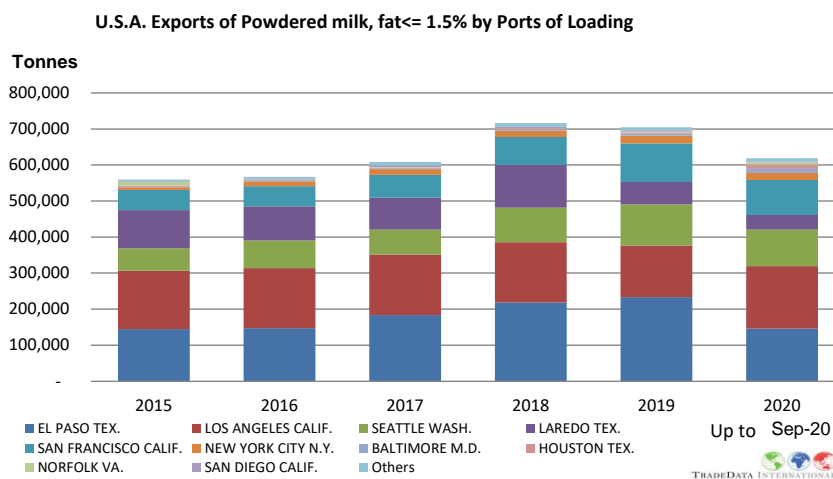
The following two charts list annually the top ten destination countries for USA exports both in volume and value terms. These charts draw the major destination countries market shares over time. Export volumes increased in 2017 and particularly 2018 and stabilised in 2019. In 2019 export volumes declined slightly but increased strongly in value terms due to increased export prices. The largest destination market is Mexico followed by many Asian countries – Philippines, Indonesia, China and so on.





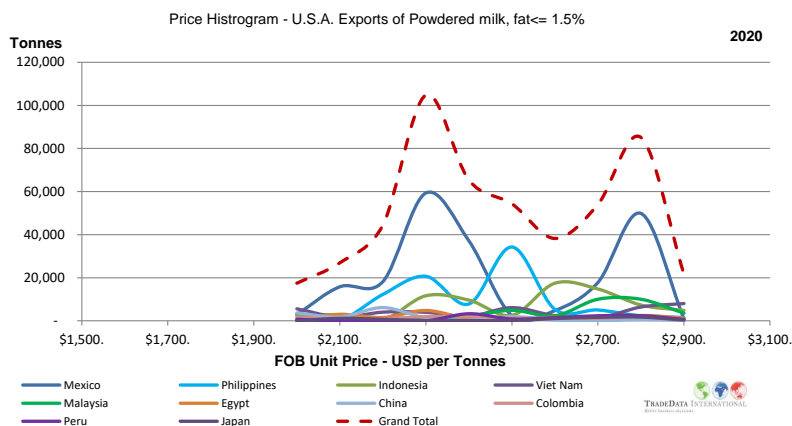
Exports Volumes by Ports of Loading in the USA

The following chart lists the Ports of Loading in the USA where exports depart. Los Angeles, El Paso, Laredo and to a lesser extent Seattle and San Francisco account for the bulk of exports.



Market Segments

The following chart lists a Price Histogram by Country. This shows the volumes exported at different price points and which major destination country purchased at these price points. The Excel file enables the user to select different years and to the chart will redraw itself accordingly. Thus far in 2020, most sales occur at two price points at \$US 2,300 and \$US 2,800 per tonne. Mexico is the largest market and purchase at both price points. The Philippines and Indonesia are also significant markets.



Two Typical Transactions

The following table list two typical data transactions as found in the USA export data set.

HS Code	0402100000	0402100000
TradeType	Exports	Exports
Year	2017	2017
Month	09	09
Description	Powdered milk, fat<= 1.5%	Powdered milk, fat<= 1.5%
Reporting_Country	U.S.A.	U.S.A.
Reporting_Country_strd	U.S.A.	U.S.A.
Partner_Country	Japan	South Africa
Partner_Country_strd	Japan	South Africa
Value Unit	USD	USD
Value_FOB	\$169,416.00	\$433,200.00
Value_AUD	\$212,481.55	\$543,319.44
Value_Euro	141,496.24	361,808.64
Value_USD	\$169,416.00	\$433,200.00
Quantity1 Unit	Tonnes	Tonnes
Quantity1	77.73	190.00
Quantity2 Unit	Kg	Kg
Quantity2	79,929.00	192,280.00
Port	SAN FRANCISCO CALIF.	SAN FRANCISCO CALIF.
Date	Sep-17	Sep-17
Unit Price	\$2,200.00	\$2,300.00
Mode_of_Transport	SEA	SEA

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