

## 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      | Colombia   | Pakistan   | Peru       | Egypt      | Others     | Total      |
|--------|----------------|------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Dec-21 | FOB per Tonnes | \$3,288.79 | \$2,980.78  | \$3,101.58 | \$3,193.96 | \$3,148.35 | \$3,141.36 | \$3,042.36 | \$3,392.35 | \$3,136.78 | \$3,167.57 | \$3,139.49 | \$3,182.52 |
|        | Quantity       | 24,892.9   | 7,187.3     | 5,087.4    | 6,234.7    | 2,144.6    | 2,827.6    | 3,079.5    | 85.0       | 185.2      | 343.8      | 5,532.5    | 57,600.5   |
| Jan-22 | FOB per Tonnes | \$3,411.08 | \$3,106.89  | \$3,231.25 | \$3,313.54 | \$3,151.77 | \$3,192.59 | \$3,249.45 | \$3,574.98 | \$3,347.34 | \$3,504.49 | \$3,384.86 | \$3,290.20 |
|        | Quantity       | 20,894.7   | 13,061.8    | 4,092.1    | 4,561.9    | 3,230.4    | 3,222.2    | 1,491.2    | 38.2       | 1,243.0    | 231.3      | 7,339.4    | 69,406.1   |
| Feb-22 | FOB per Tonnes | \$3,573.33 | \$3,401.46  | \$3,408.71 | \$3,500.96 | \$3,107.82 | \$3,319.26 | \$3,366.49 | \$3,480.00 | \$3,438.41 | \$3,560.36 | \$3,476.02 | \$3,459.26 |
|        | Quantity       | 24,554.3   | 10,022.8    | 5,780.8    | 4,171.7    | 4,456.4    | 4,475.8    | 790.7      | 100.0      | 895.7      | 506.4      | 7,634.4    | 63,389.0   |

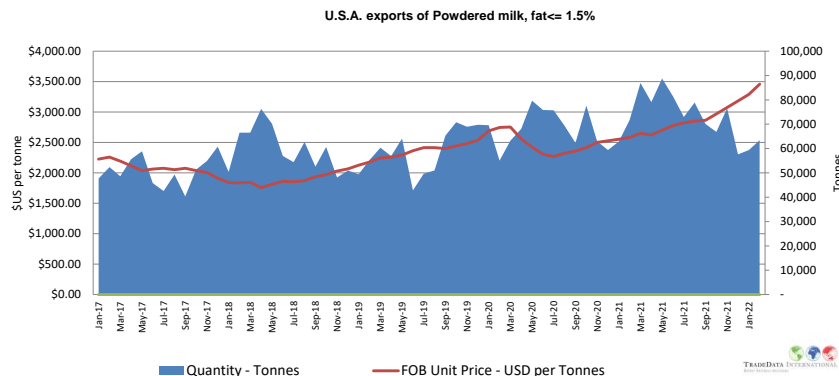
### Details

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.

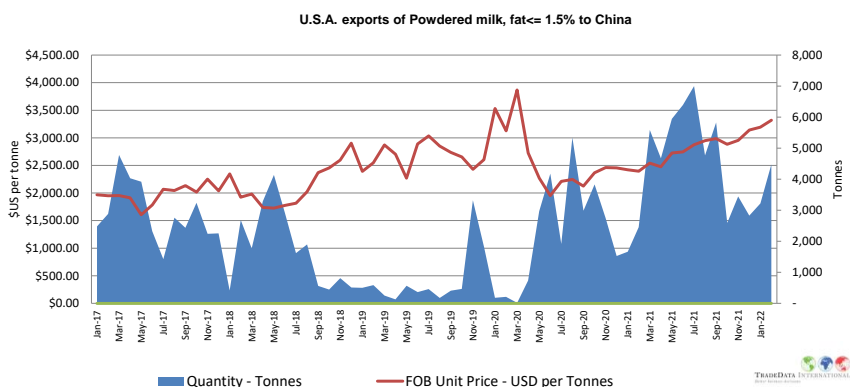
| Date   | Partner_Country_strd | Port              | Mode_of_Transp ort | Data         |              | Unit Price FOB USD per tonne |
|--------|----------------------|-------------------|--------------------|--------------|--------------|------------------------------|
|        |                      |                   |                    | Sum Quantity | Sum ValueUSD |                              |
| Feb-22 | Mexico               | NEW YORK CITY N.Y | SEA                | 293          | 1,098,288    | \$3,750.30                   |
|        |                      | LOS ANGELES CALIF | SEA                | 178          | 549,915      | \$3,087.78                   |
|        |                      | SEATTLE WASH.     | SEA                | 198          | 697,190      | \$3,515.39                   |
|        |                      | BALTIMORE M.D.    | SEA                | 37           | 130,131      | \$3,499.37                   |
|        |                      | SAN DIEGO CALIF.  | Others             | 694          | 2,513,977    | \$3,620.66                   |
|        |                      | LAREDO TEX.       | Others             | 3,388        | 12,216,898   | \$3,606.15                   |
|        |                      | NOGALES ARIZ.     | Others             | 221          | 894,074      | \$4,048.79                   |
|        |                      | EL PASO TEX.      | Others             | 19,545       | 69,640,238   | \$3,563.09                   |

### 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 after which they increased strongly. Export volumes have declined over the last 12 months. Average prices have increased strongly over the last two years from below \$US 2,500 a tonne in mid-2020, to just under \$US 3,500 a tonne in early 2022.

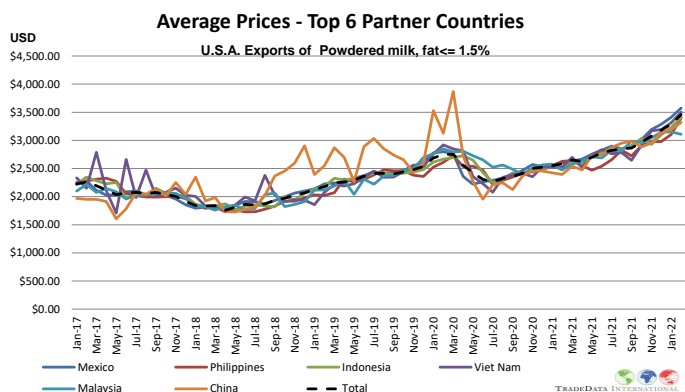


The excel file enables the user to select a particular destination country and then redraw this Price&Quantity chart to only include exports to the selected country. The chart below lists the Price and Quantity where exports only to China are selected. Exports to China increased strongly in the middle of 2017 and 2018 and then declined markedly in 2019. Exports to China have subsequently rebounded strongly in the middle of 2020 and more in in the middle of 2021. From July 2020 average export prices to China have increased strongly.



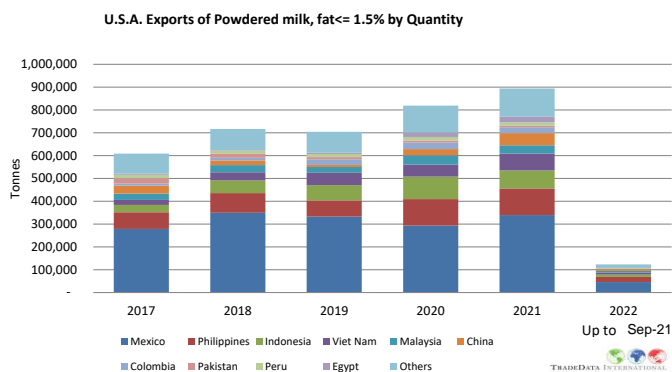
### Average Prices – Top Six Destination Countries

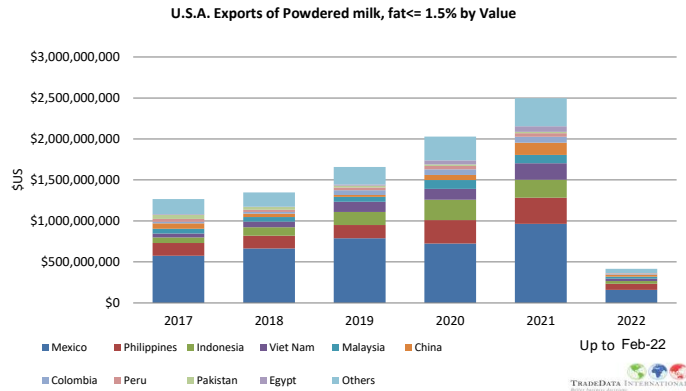
The following chart list average prices over time for the Top 6 destination countries for the USA. Prices have increased from the middle of 2018 up to early 2020 before falling back slightly. From mid-2020 prices have risen again, and this has continued in early 2022.



### Major Destination Countries

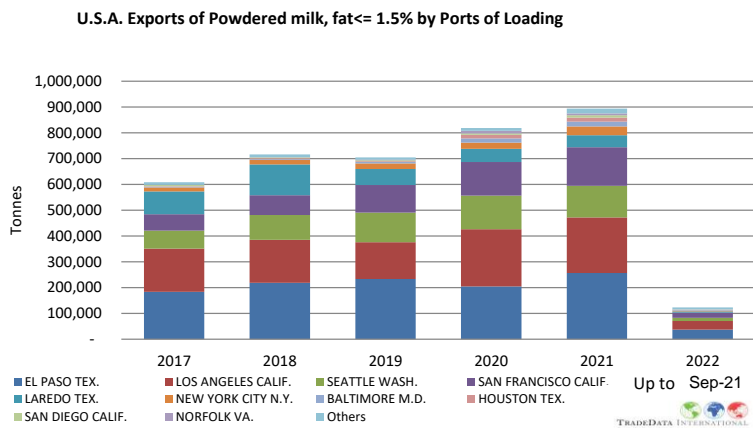
The following two charts list annually the top ten destination countries for USA exports both in volume and value terms. These charts draw the major destination countries market shares over time. Export volumes increased in 2018, 2020 and 2021. The largest destination market is Mexico followed by many Asian countries – Philippines, Indonesia, China and so on. Exports to Indonesia, Philippines and Vietnam have increased strongly in recent years.





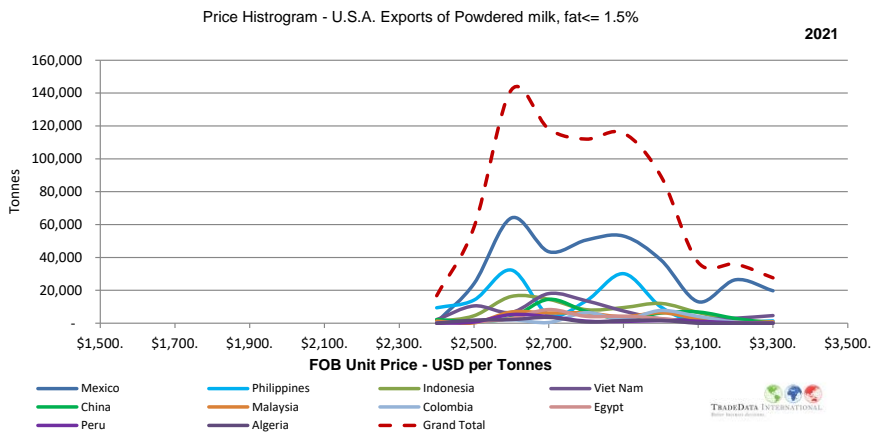
## Exports Volumes by Ports of Loading in the USA

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. In 2021, most sales occur around \$US 2,600. Mexico is the largest market. 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                       |

### Disclaimer

This paper has been supplied by TradeData International Pty Ltd ("TradeData"). TradeData makes no representation to any other person with regard to the completeness or accuracy of the data or information contained herein, and it accepts no responsibility and disclaims all liability (save for liability which cannot be lawfully disclaimed) for loss or damage whatsoever suffered or incurred by any other person resulting from the use of, or reliance upon, the data or information contained herein.

Copyright in this publication is owned by TradeData International Pty Ltd. The publication is provided on the basis that the user agrees not to copy the material contained within it for other than their own purposes. In the event that the user uses or quotes from the material in this publication - in papers, reports, or opinions prepared for any other person - it is agreed that it will be sourced to TradeData International Pty Ltd.