

## 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	Peru	Egypt	Chile	Others	Total
May-23	FOB per Tonnes	\$2,799.10	\$2,957.74	\$3,081.54	\$2,712.89	\$3,485.42	\$2,956.65	\$2,753.74	\$3,136.94	\$3,286.87	\$2,791.60	\$2,898.14	\$2,898.14
	Quantity	39,001.7	9,394.3	7,940.4	5,118.2	4,084.0	2,045.5	1,321.9	1,889.9	180.6	234.9	8,290.0	79,501.3
Jun-23	FOB per Tonnes	\$2,730.77	\$2,842.87	\$2,746.44	\$2,625.36	\$3,095.10	\$2,934.18	\$2,741.34	\$3,205.12	\$3,206.01	\$3,496.11	\$2,789.58	\$2,789.58
	Quantity	36,985.7	6,331.8	4,386.4	4,115.1	2,419.7	1,181.1	1,412.5	1,074.3	198.4	575.0	10,372.6	69,052.6
Jul-23	FOB per Tonnes	\$2,730.20	\$2,770.51	\$2,893.19	\$2,513.12	\$2,930.09	\$2,806.80	\$2,600.82	\$2,946.99	\$3,258.34	\$3,132.70	\$2,791.15	\$2,791.15
	Quantity	28,603.7	7,418.9	6,071.4	3,464.9	2,301.8	1,200.1	1,682.2	1,755.8	45.8	502.0	12,502.0	65,548.5

### 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.

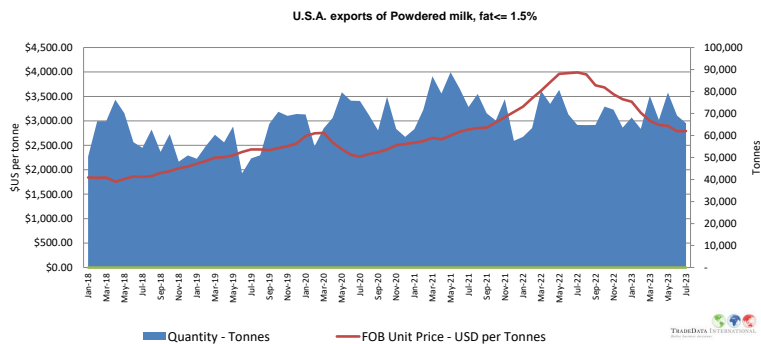
Description		Powdered milk, fat<= 1.5%	
HS Code		0402100000	Y
TradeType		Exports	Y
Year		2023	Y
Reporting_Country_str		U.S.A.	Y
Quantity1 Unit		Tonnes	Y

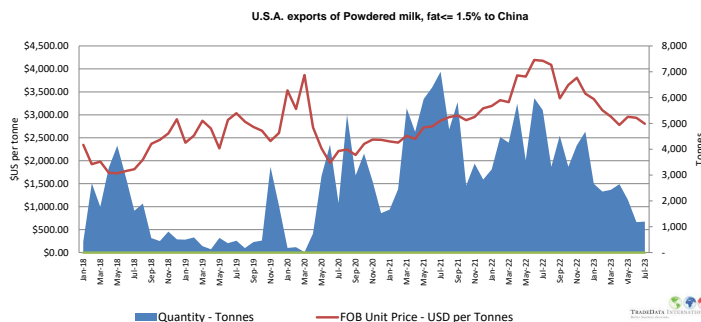
		Data				Unit Price FOB
Date	Partner_Country_str	Port	Mode_of_Transp	Sum Quantity	Sum ValueUSD	USD per tonne
Jul-23	Mexico	SEATTLE WASH.	SEA	224	618,559	\$2,763.73
		BALTIMORE M.D.	SEA	47	130,861	\$2,755.03
		SAN DIEGO CALIF.	Others	5,041	13,565,174	\$2,691.16
		LAREDO TEX.	Others	1,907	5,995,864	\$3,143.74
		NOGALES ARIZ.	Others	365	998,077	\$2,735.30
		EL PASO TEX.	Others	21,020	56,785,359	\$2,701.54

### 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. Export volumes declined during 2021 and more stable in 2022 and 2023. Average prices increased strongly over the two years to the middle of 2022 from below \$US 2,500 a tonne in mid-2020, to \$US 4,000 a tonne in the middle of 2022. They have subsequently declined from this peak in 2023.

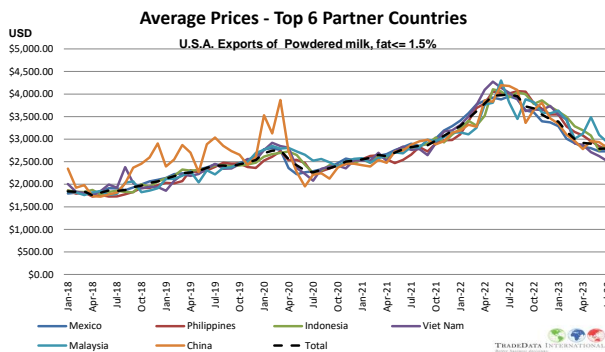


The excel file enables the user to select a particular destination country and then redraw this Price&Quantity chart to only include exports to the selected country. The chart below lists the Price and Quantity where exports only to China are selected. Exports to China increased strongly in the middle of 2020 and more in the middle of 2021 and these levels were maintained in the middle of 2022. Export volumes have declined in recent months. Average export prices to China have also increased strongly over 2021 up to the middle of 2022 before declining.



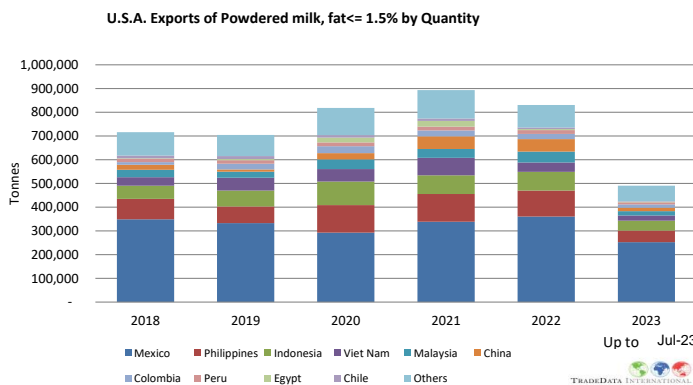
### Average Prices – Top Six Destination Countries

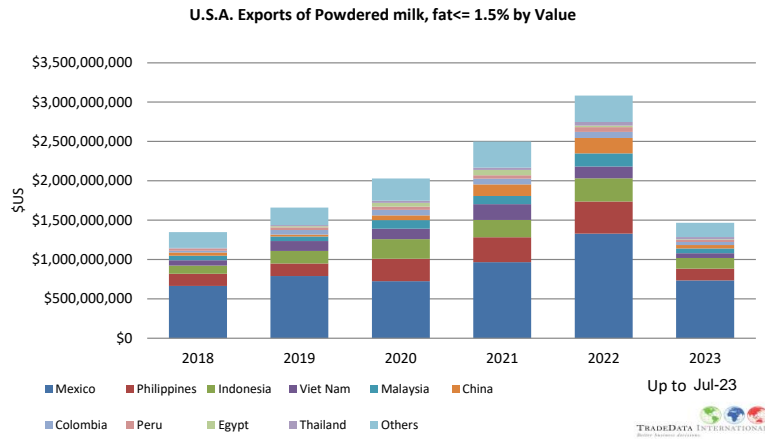
The following chart list average prices over time for the Top 6 destination countries for the USA. Prices increased up to the middle of 2022 and have subsequently declined.



### Major Destination Countries

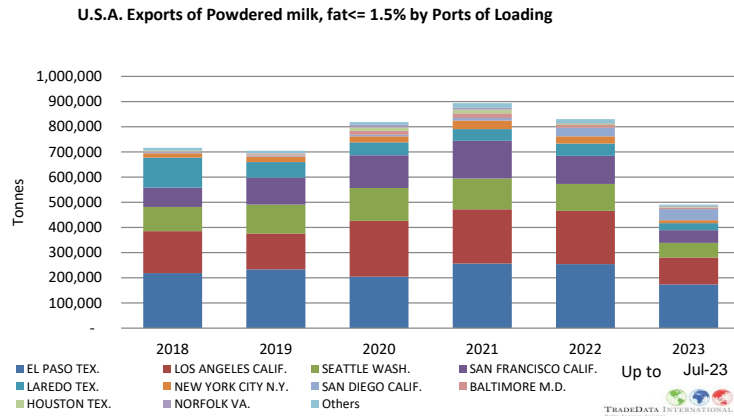
The following two charts list annually the top ten destination countries for USA exports both in volume and value terms. These charts draw the major destination countries market shares over time. Export volumes increased in 2020 and 2021 and fell in 2022. The largest destination market is Mexico followed by several Asian countries – Philippines, Indonesia, China and so on. Exports to Indonesia, Philippines and Vietnam have increased strongly in recent years.





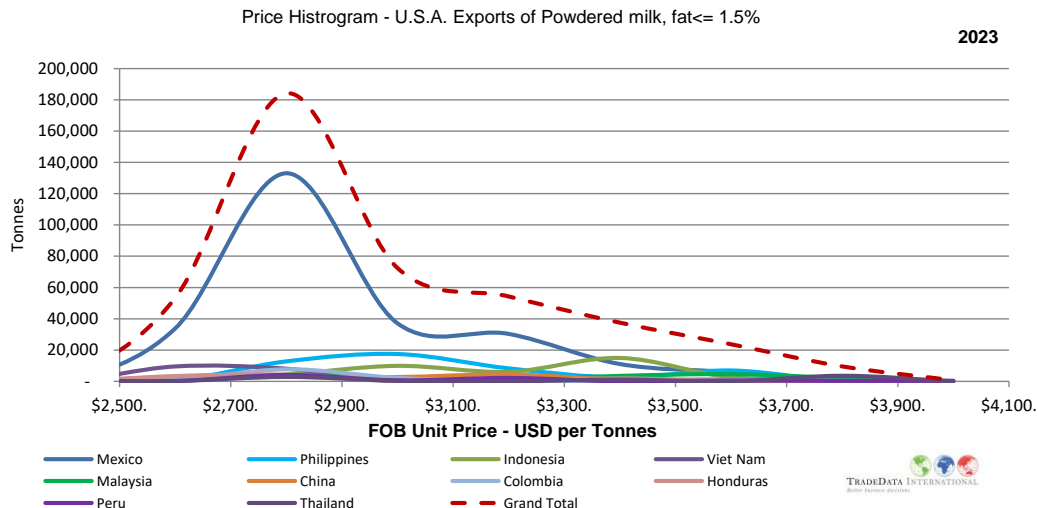
## Exports Volumes by Ports of Loading in the USA

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. Thus far in 2023, most sales occur at prices points between \$US2,700 and \$US 3,000 per tonne and go to Mexico. 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	2022	2022
Month	12	12
Description	MILK AND CREAM, CONCENTRATED, WHETHER OR NOT SWEETENED, IN POWDER, GRANULES OR OTHER SOLID FORMS, FAT CONTENT NOT EXCEEDING 1.5%	MILK AND CREAM, CONCENTRATED, WHETHER OR NOT SWEETENED, IN POWDER, GRANULES OR OTHER SOLID FORMS, FAT CONTENT NOT EXCEEDING 1.5%
Reporting_Country	USA	USA
Reporting_Country_strd	USA	USA
Partner_Country	Egypt	Kenya
Partner_Country_strd	Egypt	Kenya
Value Unit	USD	USD
Value_FOB	\$262,665.00	\$14,000.00
Value_AUD	\$389,111.93	\$20,739.60
Value_Euro	248,165.89	13,227.20
Value_USD	\$262,665.00	\$14,000.00
Quantity1 Unit	Kilograms	Kilograms
Quantity1	56178	5000
Quantity2 Unit	Kg	Kg
Quantity2	56178	5251
Port	SAN FRANCISCO CALIF.	NEW YORK CITY N.Y.
Mode_of_Transport	SEA	AIR

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