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Taiwan

Dairy and Products

Annual

2000

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Report Highlights:

Taiwan relies on imports of nearly all dairy products outside of fluid milk. During 1999 non-fluid milk consumption in Taiwan grew by nearly 6% to 120,000 metric tons. The most impressive gains were in whey and certain retail dairy categories. European, New Zealand, and Australian exporters dominate most dairy product categories. As competitors' exporter subsidy programs are reduced, US exporters can expect a greater window of opportunity in Taiwan market, although they should be prepared to provide support to importer/distributor sales & marketing initiatives to grow market share.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
Annual Report
Taipei ATO [TW2], TW

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EXECUTIVE SUMMARY

The dairy industry on Taiwan was established over 4 decades ago during an era of Taiwan's history that emphasized food self-sufficiency and diversification of the local diet. At the time, authorities established subsidies as well as barriers to outside competition to ensure industry success. Dairy production, while limited, has continued to increase through the present, with 1999 output reaching 338 thousand metric tons. The bulk of production is used in the manufacture of fresh milk and & dairy drinks.

Forty years on, Taiwan has turned away from self-sufficiency goals and is gradually removing barriers to market competition in preparation for entry into the World Trade Organization. While certain obstacles to competition remain (in particular, a ban on liquid milk) international suppliers already own a major share of the market for most value-added dairy products including milk powder, infant formula, cheese, and butter. Once a member of the WTO, tariffs for nearly all dairy products should fall – many significantly. Also, currently banned items such as liquid & prepared milk products will, initially, be permitted quota-restricted access until quota-free access is implemented in 2005.

As a relative newcomer to the Taiwanese diet, demand for dairy is significantly influenced by messages consumers receive from foreign markets and from suppliers. Particularly in the higher-value segments of the dairy market, suppliers, importers, and distributors dedicate significant resources to consumer support programs & marketing. Common activities include cooperation with chefs / bakers to promote dairy ingredient use, promotion of dairy consumption at home through media / public relations campaigns, and in-store tastings & demonstrations. As such, strong supplier communications and supplier-importer cooperation on promotions work are frequently key ingredients of sales success.

PRODUCTION

Dairy production in Taiwan is limited due to factors including prevalence of small-scale producers and high production costs. Prohibitive prices for land make the island's dairy farmers highly dependent upon imported feeds & intensive, small-scale production techniques which, in turn, make farm gate prices for raw milk roughly twice what they are in the United States. Barriers to competition from outside suppliers of fresh milk, however, sustain these higher price levels.

Taiwan recorded domestic production of 338 thousand metric tons of raw milk during 1999, down a fraction of a percentage point from 1998 and up 40% over 1990 levels. This volume was produced by a total of 66,175 active milking cows – an average yield per head of 5,110kg. Statistics indicate that yield per head has risen steadily over the past decade (an average of 1.6% per year) from 4,400kg in 1990. While production and dairy cow numbers have increased, consolidation & closure of dairy operations has reduced the number of commercial dairy farms from 1,128 in 1990 to the current 839.

Due to the semi-tropical climate in Taiwan's dairy regions, output tends to be highest during the cooler winter months (October through March). One representative dairy production district records during the winter season regular production gains of 20% over summertime output. Unfortunately, for local fresh milk producers, consumption patterns for fresh milk run in reverse, with the annual consumption cycle peaking during the hot summer months (see "Marketing & Prices" section below).

While nearly all administrative districts in Taiwan (including Taipei City!) have registered working dairy farms, production is concentrated in the southern half of the island – in Tainan, Pingtung, Changhua, Yunlin, and Chiayi Counties (23%, 16%, 16%, 11%, and 7%, respectively, of total dairy head).

The half-dozen or so main producers (and distributors) of consumer-ready fresh milk outsource most of their raw milk production to independent contract farms. Dairy farms directly owned & operated by the former are justified principally by public-relations and marketing objectives. Most flagship dairy farms, such as Kuang Chuan's well-publicized dairy ranch in Taoyuan County, are open to the public and serve as much as advertisements for brands as for actual production purposes.

A combination of policy and consumer preference has channeled nearly all dairy output (around 90%) into consumer-ready fresh milk (including flavored milks & yoghurt drinks). Of the remainder, local ice cream producers consume 7% of raw milk supplies and producers of milk powder use just under 2%. Dairy products manufactured with local production are consumed domestically.

CONSUMPTION

Directly associated with a healthy & comfortable life-style, dairy products have gained significant market acceptance over the past decade. While the late 1980s saw fresh milk complete its transition from niche food product to standard grocery item, the 1990s hosted an unprecedented proliferation in availability of value-added dairy items including cheeses, yoghurt products, dairy spreads, whipped cream, and dairy desserts.

Market Profile

Despite increasing product diversity, dairy consumption in Taiwan still lags well behind Western countries -- where dairy products already enjoy broad acceptance in local diets. Statistics show that Taiwanese spent roughly US$240 (NT$7,550) on dairy items during 1998, representing around 10kg per person. The 38kg of dairy per person consumed in Japan during that same year highlights both the relatively shallow level of dairy product penetration in Taiwan and the potential for growth – as Taiwan eating habits frequently follow those of Japan.

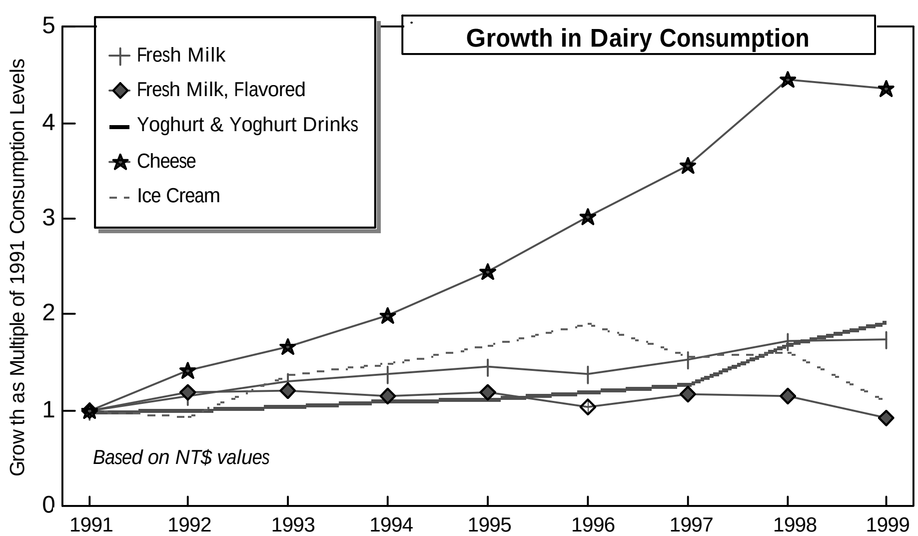
Milk, flavored milk, yoghurt drinks, and milk powder are already mainstream consumer products in Taiwan and are sold under locally-recognized brand names in all major retail outlets island-wide (grocery stores, hypermarkets, convenience stores, some traditional markets). The yoghurt drink, a relative newcomer, has won broad-based consumer acceptance by promoting the health benefits of active yoghurt cultures and by focusing on innovative flavors such as blueberry, grapefruit, and green tea.

Butter, also commonly available, is imported and sold under supplier brand names. Anchor (New Zealand), Lurpak (Denmark), and President (France) are widely available through grocery store channels. Butter is represented in a roughly 1:3 ratio to margarine on supermarket shelves.

Cheeses, dairy spreads, ice cream, and whipped cream continue to be niche / trend items. Demand within this category fluctuates in step with consumer interest in non-Asian cuisines and Western eating habits. Processed cheese sells in heaviest volumes due to convenience, its attractive price point, and the low level of appreciation / concern in the general marketplace regarding differences among cheeses. Fast food chains handle the greatest volume of processed cheese, followed by retail grocery/hypermarkets. Smaller local grocery & hypermarket chains and convenience stores typically stock processed cheeses only, while most of Taiwan's larger grocery & hypermarket franchises also carry retail packaged block cheeses (Cheddar, Swiss, Colby, Gouda, etc.) and some soft or specialty cheeses, such as Camembert, Brie and flavored dairy spreads. Gourmet European-style cheeses are available principally through specialty food stores.

Whipping cream is consumed in heaviest volume by the island's bakeries, which use it as an ingredient and to embellish Taiwan's ubiquitous Western-style "birthday" cakes.

As noted in the diagram to the right, cheese has seen significant demand growth in recent years, rising from market sales of US$5.7 million in 1991 to US$20.9 million in 1999. Yoghurt sales (US$143.3 million in 1999) should continue to rise as the flavor and perceived health benefits continue to win over mainstream Taiwan consumers. Consumption of ice cream, still widely viewed as an occasional "snack" item (as opposed to a regular dessert), enjoyed fair growth through the mid-1990s and has since tapered off. Imported ice cream, however, has *trebled* its share of overall consumption rising 325% from sales of US$1.1 million in 1991 to US$4.7 million in 1999. Fresh milk has enjoyed relatively stable demand,



while flavored milk (e.g., heavily sweetened fresh milk enhanced with chocolate, malt, fruit, coffee, or other flavors) has fallen out of favor with the trend toward healthier lifestyles.

Customer Segmentation

The market is perceptibly segmented into two major consumer groups for dairy products. The first group buys and consumes dairy products such as milk, cheese, & yoghurt based principally on nutrition and health priorities. The second makes dairy product purchase decisions based on quality perceptions, status considerations, and/or curiosity. These two groups have different expectations regarding dairy products and may best be approached differently in terms of marketing and sales work.

- ***The Nutrition-Focused Consumer***

Taiwan consumers well-appreciate the nutritional benefits of consuming dairy products. The relatively limited product expectations, beyond nutrition, of nutrition-focused consumers make this group highly influenced by price and convenience when making purchase decisions.

Children are the largest nutrition-focused consumer segment for dairy items such as processed cheese, yoghurt drinks, fresh milk, powdered milk, and puddings. The elderly are prime consumers of nutritionally enhanced milk powders.

- ***The Quality Buyer***

With a large (often Western-educated) middle class, high average income level, and a desire to become more cosmopolitan, urban Taiwan has increasingly embraced Western cuisine and food trends. Dairy products are an important component of this trend.

Middle and upper class consumers tend to make food (including dairy product) purchase decisions based upon many factors in addition to cost & convenience. These include product & packaging appearance, quality & taste perceptions, recommendations from others, features or recipe write-ups in the news media, and so on. Also, a significant percentage of chefs now in the better Western restaurants and hotels are trained abroad – often in Europe – and specify high-quality ingredients and brand names with which they are familiar when preparing food. Some of the better bakery chains as well employ master bakers trained abroad.

TRADE

At present, Taiwan permits most value-added milk products onto the island subject to payment of tariffs and compliance with phytosanitary requirements. Infant milk formulas, in addition, must apply for approval for sale from the Department of Health.

Authorities maintain a ban on several dairy products including raw milk and certain categories of liquid prepared milk, prepared condensed milk, and curdled milk products. Limited quantities of raw milk are authorized for import only in the event inadequate domestic production threatens price inflation.

Dairy and the WTO

Taiwan is in the process of applying for membership in the World Trade Organization (WTO). Optimistic estimates call for Taiwan accession as early as the end of this year (2000), although the potential certainly exists for further delays.

In addition to reduction in tariffs for most dairy products, Taiwan has committed to implement a transparent process to allocate import quotas for currently restricted or banned dairy products and to eliminate all quota based import restrictions as of 1 January 2005.

In general, the bulk of gains from tariff reductions & greater market access should be passed directly to consumers in the form of lower product prices and increased product selection.

Current and anticipated post-WTO tariff rates are noted in the following chart:

Tariff Schedule	Description	Present Tariff	WTO Tariff	"Final" Tariff[1]
various (under 0401)	Fresh & longlife cow milk & cream, unsweetened w/ fat $\leq$ 6%	banned	15 / TRQ	15 / TRQ
various (under 0401)	Fresh & longlife cow milk & cream, unsweetened w/ fat > 6%	banned	15 / TRQ	15 / TRQ
various (under 0401)	Fresh & longlife goat / sheep milk & cream, unsweetened	35 & 20[2]	20	20
various (under 0402)	Cow/goat/sheep milk in powder, granule, or block form for human consumption	15	12.5	12.5
04029110	Condensed milk, unsweetened	40	20	20
04029120	Evaporated or sterilized milk, unsweetened	35	20	20
04029190	"other" milk or cream, unsweetened	29	20	20
04029910[3]	fresh or condensed milk, sweetened	banned	50	30
04029920	evaporated or sterilized milk, sweetened	banned	15 / TRQ	15 / TRQ

1 Final tariff as implemented during calendar year 2004. Beginning 1 January 2005, all final tariffs will be confirmed as normal tariff rates and all tariff rate quota (TRQ) restrictions will be eliminated.

2 Higher tariff charged on product w/ milkfat levels 6% or less, lower tariff otherwise.

3 Post-WTO tariff to be applied to condensed product only. Fresh milk in this category will be subject to a TRQ and within-quota
tariff of 15%.

Tariff Schedule (continued)	Description	Present Tariff	WTO Tariff	"Final" Tariff[4]
04029990[5]	milk or cream, neither concentrated nor condensed, sweetened	banned	27.5	25 (2002)
04039010	buttermilk, dry powder	15	15	15
04031000	yoghurt	32.5	15	15
04039090[6]	buttermilk, sour milk, fermented milk	20	20	20
04039090924	buttermilk, n.e.s. (liquid, concentrated, evaporated)	banned	15 / TRQ	15 / TRQ
04039090942	curdled milk or cream, kephir, other fermented or oracified milk or cream n.e.s.	banned	15 / TRQ	15 / TRQ
04041090	whey & modified whey, whether concentrated or not	10	5	5
04049000	other products containing milk or milk constituents	33	30	27.5 (2002)
04050010	butter	10	10	10
04059010	de-watered milkfat	8	8	8
04061000	fresh cheese, including whey cheese and curd	11	5	5
04062 / 3 / 4000	grated / powdered cheese, processed cheese, blue-veined cheese	12.5	5	5
18069010	ice cream powder	20	12	5 (2002)
19011000	infant milk powder, retail packaged	7.5	6.5	5 (2002)
19019023[7]	evaporated or sterilized milk, prepared	banned	29	26 (2002)
19019029	flavored milk	banned	15 / TRQ	15 / TRQ
21050010	ice cream	20	15	10 (2002)

- Tariff Rate Quota (TRQ) indicates that, after WTO accession, product will be permitted under a "normal" tariff up to a certain annual quota volume, at which point a "prohibitive" tariff will be administered on any additional imported quantities. All TRQ restrictions will end beginning 1 January 2005.
- Year in parentheses (e.g., (2002)) indicates actual year of final post-WTO tariff implementation, if not 1 January 2005.

COMPETITION

The United States is widely recognized as a major producer of dairy goods and is respected, in general, for high quality products. Heavy price competition in "general consumer" dairy products (e.g., cheeses and powdered milk) and strong marketing programs from competitors (principally in New Zealand, Australia, and Europe) have, to date, made the going tough for US suppliers. At present, US products and brands are relatively well represented only in the ice cream and infant formula segments. Key European, Australasian, and Japanese brands that have sold into the market for many years control a level of brand recognition that US suppliers

4 Final tariff as implemented during calendar year 2004. Beginning 1 January 2005, all final tariffs will be confirmed as normal tariff rates and all tariff rate quota (TRQ) restrictions will be eliminated.

5 Post-WTO tariff to be applied to cream only. Milk in this category will be subject to a TRQ & within-quota tariff of 15%.

6 Two subcategories (04039090924 & 04039090942) subject to 15% tariff and TRQ restrictions upon WTO accession.

7 Post-WTO tariff to be applied to unsweetened product only. Sweetened milk in this category will be subject to a TRQ & within-quota tariff of 15%.

will eventually need to overcome in order to grow market share and amplify profit margins.

Slated reductions in dairy production and export subsidies by European governments combined with the relatively limited supply capabilities of New Zealand & Australia may result in a tightening of global dairy supply and rising prices. Such should offer US suppliers an excellent window of opportunity to win market share away from rival suppliers.

Key Dairy Product Segments & Principal Supplier Countries

Product	8/1999 ~ 7/2000 imports (US$)	Country 1 (import share)	Country 2 (import share)	Country 3 (import share)	Country 4 (import share)
milk & cream (liquid)	3,214,651	France (60%)	N.Zealand (23%)	UK (9%)	Belgium (6%)
milk & cream (powder)	146,128,259	N.Zealand (46%)	Australia (31%)	Denmark (11%)	Neth. (5%)
yoghurt	212,359	UK (54%)	US (44%)	Japan (2%)	--
whey (04041090)	10,443,482	US (60%)	Australia (21%)	Neth. (7%)	S.Africa (5%)
butter	15,657,916	N.Zealand (63%)	Australia (28%)	France (5%)	Denmark (1%)
cheese & curd (0406)	22,634,397	N.Zealand (51%)	Australia (25%)	US (10%)	Brazil (3%)
processed cheese (040630) - subcategory of cheese & curd	8,622,836	N.Zealand (62%)	Australia (20%)	Japan (6%)	US (6%)
infant formula milk powder	62,785,264	Neth. (43%)	US (21%)	Australia (11%)	N.Zealand (8%)
ice cream	7,977,765	US (40%)	H.Kong (29%)	Japan (14%)	N.Zealand (12%)

The potential of China to supply competitive milk and dairy products into the market (once both are WTO members) should be assessed. WTO terms anticipate that member states permit all WTO members equal access, subject to phytosanitary, safety, and other requirements. While unlikely to pose a threat to higher value-added product segments, China suppliers may seek to establish a presence in commodity and lower-value products.

MARKETING & PRICES

Dairy has a limited history in the Chinese / Taiwanese diet. Therefore, market demand for and perceptions regarding dairy products are grounded in marketing messages and other information received from dairy producing countries and suppliers.

Two elements that have proven successful for exporters of dairy products to Taiwan include:

- ***Actively Support Importer / Distributor Initiatives***

For Taiwan distributors of dairy products, effective public relations and active consumer promotion are considered critical to marketing and sales success. Therefore, US suppliers are encouraged to develop a responsive & supportive relationship with their importers or distributors to ensure product messages and information are delivered effectively to target consumers.

US suppliers have earned success within product categories such as ice cream, infant formula, and processed cheese largely by supporting the development of product image & customer loyalty. A major US ice cream brand is promoted as a premium product and maintains a strong public relations program targeting the media & retailers. One US infant formula retailer promotes a comprehensive "mother care" program for expecting & new mothers and retains a consulting staff of doctors and nutritionists for public relations & promotional work. US suppliers of processed cheeses have successfully plugged into Taiwan's fast food industry by leveraging existing supplier relationships with parent franchises in the United States (such as Pizza Hut, Dominos, Burger King, and McDonalds) and grown sales to local fast food chains as the industry quality standard.

- ***Tailor Product Offering to Customer Tastes & Preferences***

In Taiwan, processed cheese is widely accepted as a "nutritional supplement" and, as such, is often consumed on its own (particularly by children) for perceived health benefits. To service this important market segment, suppliers such as Cheesedale (Australia) and Anchor (New Zealand) have introduced processed cheese slices enhanced with garlic, pineapple, smoked, and other flavors. Several Japanese brands go farther – marketing delicately packaged & highly priced processed cheese products in such flavors as seaweed, fish, and green mustard (*wasabi*). While sales volume for such Japanese products is relatively small, their attractive packaging and unique flavors support retail prices (by weight) of 2 ~ 5 times that of "ordinary" processed cheese.

Also, for many retail products requiring refrigeration, including dairy, smaller size packaging is still preferred due to the limited capacity of home refrigerators.

Prices

Milk's position as a "warm weather" beverage in the minds of many consumers delivers notably higher consumption volumes during the summer months for fresh milk & dairy drinks. Discounting and promotional strategies are heavily used both to maximize sales volume during peak consumption months and spur sales during the winter. Particularly during the winter sales season (approximately November through April), suppliers step up discounting programs that, not uncommonly, offer consumers savings up to 50% off retail prices (e.g., two 950cc bottles of milk sold for the price of one bottle).

Grocery stores and hypermarkets frequently make special offers on dairy products. Products are often bundled together and offered at a single, often discounted, price. Such bundling may include two or more of the same item (of equal or different sizes), two or more different products (milk packaged together with soy milk), or a promotional item (e.g., stickers with processed cheese or plastic tumbler with powdered milk).

Convenience stores rarely offer bundled products and only infrequently discount retail prices for their dairy products.

The following is a list of recent grocery retail prices for milk and milk products.

(Prices in NT$, Weights as noted on package [in grams *or* cc])
US$1 = approx. NT$31

Product	230cc	290cc	500cc	900 ~ 1000cc	1892cc
Manufacturers: Kuang Chuan Dairy, Weichuan, Uni-President, Foremost/Yoplait					
Standard fresh milk (whole & lowfat)	17			55	106 ~ 108
Standard fresh milk (whole, flavored)	15		30	55	
Premium fresh milk (whole & lowfat)		25 ~ 30		65	129
Drinking yoghurt (flavored)	22		35 ~ 45	69 ~ 75	
Other Dairy Products (various makers)					
Yoplait cup yoghurt (2x100g), flavored				200g	NT$38
Foremost "100% natural fruit juice" flavored milk				950cc	NT$69
Dairy Whip whipped cream				250g	NT$129
Butter (single stick)				113.5g	NT$25
Butter (one lb.)				450g	NT$85
Sweetened condensed milk				370 ~ 397g	NT$39 ~ 82
Evaporated milk				410g	NT$40 ~ 49
Lowfat milk powder				750 ~ 900g	NT$190 ~ 275
Lowfat milk powder				1500 ~ 1800g	NT$400 ~ 500
Cheese: Shredded processed "pizza cheese"				300g	NT$89
Cheese: Processed American-style				250g	NT$79 ~ 90
Cheese: Emmental (sold pre-sized by weight, grocery)				100g	NT$63
Cheese: Mozzarella (sold pre-sized by weight, grocery)				100g	NT$42
Cheese: Mild Cheddar (sold pre-sized by weight, grocery)				100g	NT$47
Cheese: Swiss (sold pre-sized by weight, grocery)				100g	NT$58
Cheese: gourmet, flavored soft cheese				125g	NT$119
Cheese: gourmet, "aged whisky cheddar"				125g	NT$139
Cheese: Cream gouda				250g	NT$195
Cheese: "fish flavored" processed cheese strips (Japan import)				130g	NT$229
Flan dessert, local premium brand (chocolate, corn, blueberry, strawberry)				120g	NT$24
Ice Cream, local brand "Duroyal"				2000cc	NT$99

STATISTICS

Fluid Milk

Commodity	Dairy, Milk, Fluid				(1000 HEAD)(1000 MT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Cows In Milk	0	66.5	0	66.2	0	66
Cows Milk Production	0	338.4	0	338	0	337.5
Other Milk Production	0	32.9	0	32.1	0	31.7
TOTAL Production	0	371.3	0	370.1	0	369.2
Intra EC Imports	0	0	0	0	0	0
Other Imports	0	0.1	0	1.3	0	2.2
TOTAL Imports	0	0.1	0	1.3	0	2.2
TOTAL SUPPLY	0	371.4	0	371.4	0	371.4
Intra EC Exports	0	0	0	0	0	0
Other Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Fluid Use Dom. Consum.	0	371.4	0	371.4	0	371.4
Factory Use Consum.	0	0	0	0	0	0
Feed Use Dom. Consum.	0	0	0	0	0	0
TOTAL Dom. Consumption	0	371.4	0	371.4	0	371.4
TOTAL DISTRIBUTION	0	371.4	0	371.4	0	371.4
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Imports

Commodity	Dairy, Milk, Fluid	
Time period	Jan - Dec.	Units: mt
Imports for:	**1998**	**1999**
U.S.	1.6	2.2
Others		
France	118	852.7
New Zealand	0	349.2
United Kingdom	15	73.9
Total for Others	133	0
Others not Listed	0	0
Grand Total	134.6	1278

Exports

Commodity	Dairy, Milk, Fluid	
Time period	Jan - Dec	Units: mt
Exports for:	**1998**	**1999**
U.S.	0	0
Others		
Palau	0	0.1
Malaysia	0.1	0
Total for Others	0.1	0
Others not Listed	0	0
Grand Total	0.1	0.1

Producer Price

Commodity	Dairy, Milk, Fluid	
Prices in	NT$	per kg
Year	**1999**	**2000**
Jan	n/a	16.34
Feb	n/a	16.35
Mar	n/a	16.41
Apr	n/a	18.27
May	n/a	18.46
Jun	n/a	18.72
Jul	n/a	21.22
Aug	n/a	n/a
Sep	n/a	n/a
Oct	n/a	n/a
Nov	n/a	n/a
Dec	n/a	n/a
Exchange Rate	NT$31 = US$1	

Whole Milk Powder

Commodity	Dairy, Dry Whole Milk Powder				(1000 MT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Beginning Stocks	0	1.5	0	0	0	0
Production	0	6.8	0	6.7	0	6.9
Intra EC Imports	0	0	0	0	0	0
Other Imports	0	41.2	0	42.3	0	44
TOTAL Imports	0	41.2	0	42.3	0	44
TOTAL SUPPLY	0	49.5	0	49	0	50.9
Intra EC Exports	0	0	0	0	0	0
Other Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Human Dom. Consumption	0	49.2	0	48.7	0	50.5
Other Use, Losses	0	0.3	0	0.3	0	0.4
Total Dom. Consumption	0	49.5	0	49	0	50.9
TOTAL Use	0	49.5	0	49	0	50.9
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	0	49.5	0	49	0	50.9
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Imports

Commodity	Dairy, Dry Whole Milk Powder	
Time period	Jan - Dec	Unit: mt
Imports for:	**1998**	**1999**
U.S.	4	25.7
Others		
Australia	14280.2	18407.9
New Zealand	20484.9	17883.2
Netherlands	2837.2	3339.5
Ireland	1163.7	1532.9
France	432.8	416.3
Belgium	608.5	263.6
Denmark	979.8	153.4
Total for Others	40787.1	41996.8
Others not Listed	418.1	264.7
Grand Total	41209.2	42287.2

Exports

Commodity	Dairy, Dry Whole Milk Powder	
Time period	Jan - Dec	mt
Exports for:	**1998**	**1999**
U.S.	0	0
Others		
Hong Kong	7.5	19.3
Total for Others	7.5	0
Others not Listed	0	0.1
Grand Total	7.5	19.4

Nonfat Dry Milk

Commodity	Dairy, Milk, Nonfat Dry				(1000 MT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Beginning Stocks	0	0	0	0	0	0
Production	0	0.3	0	0.5	0	0.5
Intra EC Imports	0	0	0	0	0	0
Other Imports	0	33.9	0	35	0	36.5
TOTAL Imports	0	33.9	0	35	0	36.5
TOTAL SUPPLY	0	34.2	0	35.5	0	37
Intra EC Exports	0	0	0	0	0	0
Other Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Human Dom. Consumption	0	34	0	35.2	0	36.6
Other Use, Losses	0	0.2	0	0.3	0	0.4
Total Dom. Consumption	0	34.2	0	35.5	0	37
TOTAL Use	0	34.2	0	35.5	0	37
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	0	34.2	0	35.5	0	37
Calendar Yr. Imp. from U.S.	0	0.1	0	0.1	0	0.2
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Imports

Commodity	Dairy, Milk, Nonfat Dry	
Time period	Jan - Dec	Unit: mt
Imports for:	**1998**	**1999**
U.S.	91.6	147
Others		
New Zealand	13866	16106.8
Australia	9686.4	11713.7
France	6608.8	3434.4
Denmark	2968.9	2613.5
Ireland	17	298.6
Germany	176.3	273.6
Netherlands	90.6	249.6
Total for Others	33414	34690.2
Others not Listed	391.1	216.6
Grand Total	33896.7	35053.8

Exports

Commodity	Dairy, Milk, Nonfat Dry	
Time period	Jan - Dec	Unit: mt
Exports for:	**1998**	**1999**
U.S.	0	0
Others		
Hong Kong	3.5	1.2
Total for Others	3.5	0
Others not Listed	0.5	0
Grand Total	4	1.2

Whey

Commodity	Dairy, Dried Whey				(1000 MT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Beginning Stocks	0	0	0	0	0	0
Production	0	0	0	0	0	0
Intra EC Imports	0	0	0	0	0	0
Other Imports	0	11.7	0	16.5	0	19
TOTAL Imports	0	11.7	0	16.5	0	19
TOTAL SUPPLY	0	11.7	0	16.5	0	19
Intra EC Exports	0	0	0	0	0	0
Other Exports	0	0.2	0	0.7	0	0.4
TOTAL Exports	0	0.2	0	0.7	0	0.4
Human Dom. Consumption	0	8	0	11.8	0	15
Other Use, Losses	0	3.5	0	4	0	3.6
Total Dom. Consumption	0	11.5	0	15.8	0	18.6
TOTAL Use	0	11.7	0	16.5	0	19
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	0	11.7	0	16.5	0	19
Calendar Yr. Imp. from U.S.	0	6.8	0	10.6	0	15
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Imports

Commodity	Dairy, Dried Whey	
Time period	Jan - Dec	Unit: mt
Imports for:	**1998**	**1999**
U.S.	6849.7	10556
Others		
Australia	2131.5	3183
Canada	1718.5	1020.5
South Africa	600	687
Netherlands	362	531.3
France	25	265.5
Hungary	0	250
Turkey	0	16.5
Total for Others	4837	5953.8
Others not Listed	9.6	13.2
Grand Total	11696.3	16523

Commodity	Dairy, Dried Whey	
Time period	Jan - Dec	mt
Exports for:	**1998**	**1999**
U.S.	0	0
Others		
Brazil	0	493.7
Philippines	55.1	131
Hong Kong	72.8	102.2
Malaysia	3.4	0.8
France	0	0.3
Indonesia	5	0
Total for Others	136.3	0
Others not Listed	20.6	0
Grand Total	156.9	728

Cheese

Commodity	Dairy, Cheese				(1000 MT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Beginning Stocks	0	0	0	0	0	0
Production	0	0	0	0	0	0
Intra EC Imports	0	0	0	0	0	0
Other Imports	0	7.6	0	8	0	8.4
TOTAL Imports	0	7.6	0	8	0	8.4
TOTAL SUPPLY	0	7.6	0	8	0	8.4
Intra EC Exports	0	0	0	0	0	0
Other Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Human Dom. Consumption	0	7.4	0	7.6	0	8.2
Other Use, Losses	0	0.2	0	0.4	0	0.2
Total Dom. Consumption	0	7.6	0	8	0	8.4
TOTAL Use	0	7.6	0	8	0	8.4
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	0	7.6	0	8	0	8.4
Calendar Yr. Imp. from U.S.	0	0.4	0	0.5	0	0.5
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Imports

Commodity	Dairy, Cheese	
Time period	Jan - Dec.	Unit: mt
Imports for:	**1998**	**1999**
U.S.	380	507
Others		
New Zealand	4661	4550.9
Australia	2035	2383.7
Netherlands	132.2	135.3
France	86.7	102.5
Thailand	9.2	76.1
Denmark	63	69.2
Japan	52.9	52.5
Italy		
Total for Others	7040	7370.2
Others not Listed	157.2	90.2
Grand Total	7577.2	7967.4

Exports

Commodity	Dairy, Cheese	
Time period	Jan - Dec	Unit: mt
Exports for:	**1998**	**1999**
U.S.	0	0
Others		
Hong Kong	0	0.1
Total for Others	0	0
Others not Listed	0	0
Grand Total	0	0.1

Butter

Commodity	Dairy, Butter				(1000 MT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Beginning Stocks	0	0	0	0	0	0
Production	0	0	0	0	0	0
Intra EC Imports	0	0	0	0	0	0
Other Imports	0	9.4	0	10.4	0	11.5
TOTAL Imports	0	9.4	0	10.4	0	11.5
TOTAL SUPPLY	0	9.4	0	10.4	0	11.5
Intra EC Exports	0	0	0	0	0	0
Other Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Domestic Consumption	0	9.4	0	10.4	0	11.5
TOTAL Use	0	9.4	0	10.4	0	11.5
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	0	9.4	0	10.4	0	11.5
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Imports

Commodity	Dairy, Butter	
Time period	Jan - Dec.	Unit: mt
Imports for:	**1998**	**1999**
U.S.	18	0.4
Others		
New Zealand	5708.1	6977.7
Australia	2573.2	2439.3
France	536.5	479.3
Belgium	143.6	125.8
Canada	322	124.9
Netherlands	26.5	110.1
Denmark	37.8	77.4
Germany	33.6	33.6
Japan	4.4	10.1
Total for Others	9385.7	10378.2
Others not Listed	0.1	0
Grand Total	9403.8	10378.6

Exports

Commodity	Dairy, Butter	
Time period	Jan - Dec	Unit: mt
Exports for:	**1998**	**1999**
U.S.	0	0
Others		
Hong Kong	0.2	0
Total for Others	0.2	0
Others not Listed	0.2	0
Grand Total	0.4	0