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Taiwan

Dairy and Products

Annual

2001

Approved by:
Jonathan Gressel, Chief, Agricultural Affairs
American Institute in Taiwan

Prepared by:
Jeff Miller, Reports and Marketing Officer

Report Highlights:

Taiwan dairy production is expected to hover around 350k mt until the market for fluid milk opens fully in January 2005. While foreign suppliers will be constrained to service less than 10% of fluid milk demand through the next 3 years, they already dominate all other dairy product categories. Dairy is now a fixed component of the Taiwan diet, with most categories continuing to show good prospects for long-term growth. For US suppliers, cheese and whey appear the most attractive sales prospects. Cheese and whey demand should continue to grow at a healthy 5 ~ 10% per annum through 2004, with increasing consumer taste and quality expectations making demand growth prospects best in the mid- to better product quality range.

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

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Executive Summary

The dairy industry on Taiwan was established over 4 decades ago during an era which emphasized food self-sufficiency and local diet diversification. 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 to the present, with 2001 output expected to squeeze out a further 1.4% productivity gain to 351 thousand metric tons, with a relatively stable population of dairy cattle. Production gains continue to be earned largely from industry consolidation and productivity improvements. Nearly all production is used in the manufacture of fresh milk and and dairy drinks.

Consumption of dairy products has continued to expand, although consumers are becoming more selective in their purchases -- particularly of liquid milk products. In 2001, liquid white milk retail sales are holding steady, while sales of flavored milk drinks, including, this year, drinking yoghurt, face declining demand. The trend toward a preference for fresh milk and a general downturn in demand for HRI ingredients is expected to cause a 5.6% decrease powdered milk imports / sales. Whey continues to make gains (4.6% growth expected over 2000 imports) due to successful promotion efforts as an ingredient substitute and its status as a new-to-market product. Cheese as well continues to make strong headway as a "new" product into the broad traditional prepared food market.

The US remains a minor player in Taiwan's dairy market, with most commodity products arriving from Australia and New Zealand, while higher-end and branded products are sourced globally. The US, however, is the major supplier of whey due to competitive pricing and successful promotion efforts into HRI and processed food channels by US exporters and the US Dairy Export Council.

PRODUCTION

Dairy production in Taiwan is expected to hold steady at roughly 350 thousand metric tons for another year or two until local producers truly begin preparing for a fully open market for dairy products beginning in 2005. During the interim, while farms will continue to close at the rate of 15 ~ 30 per year, volume will be maintained by key farms expanding production scale. Due to high comparative costs of production (roughly twice that of the US), local analysts expect production to drop to 300 thousand metric tons by 2005, although the potential for much deeper production cuts is possible and dependent upon eventual local market enthusiasm for the taste of imported liquid milk and liquid milk products. In a market dominated by milk processors, raw milk producers have yet to develop a comprehensive strategy to deal with foreign competition in the liquid milk segment and do not have the wherewithal to assess potential market demand for, for example, significantly lower-priced UHT milk over fresh.

Output yields continue to be realized largely through industry consolidation and better production management practices. Dairy producers receive little government protection and are under growing pressure from milk processors to upgrade business practices and lower costs in the run up to an open market in 2005.

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 processors of consumer-ready fresh milk and liquid milk products (household names such as Uni-President, Kuang Chuan, and Wei Chuan) outsource raw milk production to independent contract farms. Dairy farms directly owned and operated by processors are justified principally by public-relations and marketing objectives.

A combination of policy and consumer preference channels 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. Taiwan produces no other dairy products (cheese, whey, etc.) in commercial quantities.

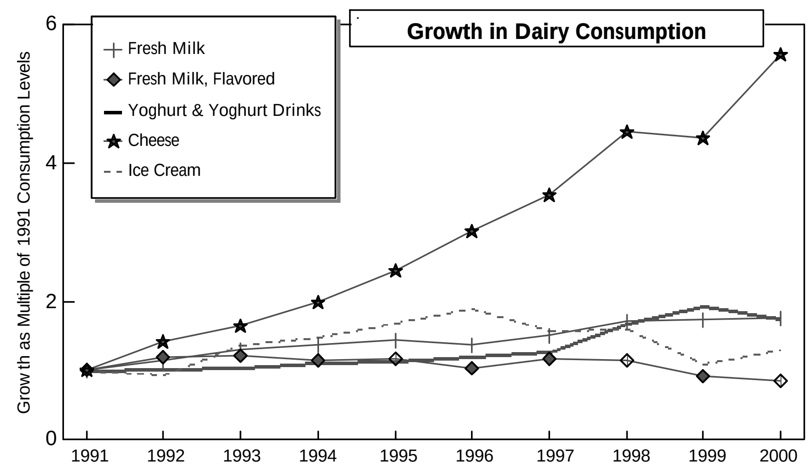
CONSUMPTION

Dairy is now firmly entrenched in the local diet. Total milk consumption is expected to surpass 380 thousand mt in 2001 and continue to rise at around 2% per annum through the coming few years. Rising demand for fluid milk is divided roughly evenly between expanding consumption and reduced powdered milk consumption (due to improving quality, performance, and taste expectations). Overall, the generally poor economy has suppressed even greater potential gains in consumption. An informal survey conducted by ATO over the summer months indicates that some consumers facing tightening food budgets have reduced daily milk consumption levels (e.g., a serving several times a week rather than regularly each day) or substituted more traditional, less expensive alternatives, such as soy milk.

Directly associated with a healthy and 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. The first decade of the 21st century should see increasing acceptance of dairy products in local foods – used as flavoring atop steamed vegetables, baked with seafood, added to soups, served up in sandwiches, and dolloped over iced coffee.

Cheese continued to gain significant ground in 2000 and 2001. Cheese has gradually worked its way from an early position as a "foreign" flavor into that of a welcome flavor additive to a broad range of processed and fresh-served products. While processed cheeses are still most prevalent, mild-flavored fresh cheeses such as mozzarella, Gouda, and even Parmesan have found their way as flavoring onto many traditional and fusion dishes. Whey, also a newcomer to Taiwan's food processing industry seems to be earning acceptance as a cost competitive replacement for other ingredients in processed food applications. The relatively low per capita consumption of cheese and whey (note comments below) has helped insulate these products from negative economic pressures while encouraging continued expansion of use in new products. Look for continued similar positive growth through the coming 2 ~ 3 year period.

Market Profile



Based on NT$ values

Despite increasing product diversity, dairy consumption in Taiwan still lags other high income Asian economies -- where dairy products already enjoy broad acceptance in local diets. Research conducted in 1998 reported that Taiwanese spent roughly US$240 (NT$7,550) on dairy items – representing some 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.

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 factors above and beyond cost and convenience. These include <u>product & packaging appearance</u>, <u>quality & taste perceptions</u>, <u>recommendations from others</u>, <u>features or recipe write-ups in the news media</u>, 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

US suppliers continue to be hampered by a high dollar and generally higher landed prices compared to their competitors for commodity dairy items. Also, effective marketing programs by major suppliers of specialty items such as whipped cream, active culture drinks, and fresh cheeses have ensured that European and Japanese competitors predominate in most specialty and premium quality categories. US suppliers are not expected to gain significant ground in the general dairy market given current supply conditions.

The US is a major producer and exporter of whey and so enjoys a competitive advantage in this niche. The success of initial promotion efforts targeting food processors indicate strong potential for whey to be used as an ingredient in the large domestic food processing industry. Growth of 5 ~ 10% per annum is expected between 2001 and 2005. To meet or exceed the higher target anticipates effective education by suppliers of the food processing industry.

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.

Projecting forward, Taiwan's fluid milk import volumes are unlikely to rise significantly until 2005, when TRQ controls on fluid milk (as well as buttermilk, fermented milk, and cream) imports are lifted completely. WTO accession terms permit Taiwan to limit fluid milk imports to under 21,298mt through the close of 2004. At present, Taiwan regularly permits imports of more than 20,000mt each year to balance supply and demand. Analysts expect imports by the private sector and government of fluid milk could reach around 35,000 mt per annum by 2004.

<u>Dairy and the WTO</u>

Taiwan will accede to the World Trade Organization (WTO) on January 1, 2002. 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
04029990[4]	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[5]	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
Tariff Schedule (continued)	**Description**	**Present Tariff**	**WTO Tariff**	**"Final" Tariff[6]**
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

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%.

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

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

6 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.

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)
04029920	evaporated or sterilized milk, sweetened	banned	15 / TRQ	15 / TRQ

- 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

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

Key Dairy Product Segments & Principal Supplier Countries

Product	8/2000 ~ 7/2001 imports (US$)	Country 1 (import share)	Country 2 (import share)	Country 3 (import share)
milk & cream (0406)	3,393,599	France (63%)	N.Zealand (27%)	UK (9%)
milk & cream (powder)	151,304,205	N.Zealand (58%)	Australia (24%)	Denmark (10%)
yoghurt	148,400	UK (71%)	US (25%)	Japan (4%)
whey (04041090)	9,865,949	US (67%)	Australia (12%)	Canada (8%)
butter	16,793,913	N.Zealand (65%)	Australia (26%)	France (4%)
cheese & curd (0406)	24,186,536	N.Zealand (49%)	Australia (25%)	US (11%)
processed cheese (040630) - subcategory of cheese & curd	10,198,548	N.Zealand (57%)	Australia (20%)	US (8%)
infant formula milk powder	66,205,234	Neth. (38%)	US (28%)	Australia (8%)
ice cream	7,694,117	US (42%)	H.Kong (27%)	Japan (13%)

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, continuing investment flows into China from Taiwan may help develop the former as an effective importer to Taiwan down the road.

MARKETING & PRICES

[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%.

Marketing

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 McDonald's) 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 (survey conducted in July / August of each year noted).

(Prices in NT$, Weights as noted on package [in grams *or* cc])
US$1 = approx. NT$34

Product	**230cc**	**290cc**	**500cc**	**900 ~ 1000cc**	**1892cc**
	2000 / 01	2000 / 01	2000 / 01	2000 / 01	2000 / 01
Manufacturers: Kuang Chuan Dairy, Weichuan, Uni-President, Foremost/Yoplait					
Standard fresh milk (whole & lowfat)	17 *			55 / 54 ~ 54	106 ~ 108 / *
Standard fresh milk (whole, flavored)	15 *		30 *	55 / *	
Premium fresh milk (whole & lowfat)		25 ~ 30 *		65 / 62 ~ 65	129 / *
Drinking yoghurt (flavored)	22 / 21		35 ~ 45 *	69 ~ 75 / *	
Live culture Bifidus Drink	n.a. / 18-20		n.a. / 35	n.a. / 59	n.a. / 99

Other Dairy Products (various makers)	**Weight**	**2000**	**2001**
Yoplait cup yoghurt (2x100g), flavored	200g	NT$38	*
Foremost "100% natural fruit juice" flavored milk	950cc	NT$69	NT$54 ~ 55
Dairy Whip whipped cream	250g	NT$129	*
Butter (single stick)	113.5g	NT$25	NT$24 ~ 25
Butter (one lb.)	450g	NT$85	NT$56 ~ 95
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	*
"Minas" brand braided cheese (Brazil) 200g			NT$129
"Laughing Cow" cheese spread	140g	NT$75	*
"Danko" Danish brie	125g	NT$99	*
Grated Parmesan (processed)	85g	NT$73	*
Creme Brulee	115g		NT$24
Cheese Cake	55g		NT$29
Ice Cream, local brand "Duroyal"	2000cc	NT$99	*

* indicates no change from previous year
a field with no value indicates that product was not observed on store shelves.

STATISTICS

Fluid Milk

PSD Table						
Country	Taiwan					
Commodity	Dairy, Milk, Fluid				(1000 HEAD)(1000 MT)	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2000		01/2001		01/2002
Cows In Milk	0	66	0	65	0	65
Cows Milk Production	0	346	0	351	0	353
Other Milk Production	0	29.5	0	31	0	33
TOTAL Production	0	375.5	0	382	0	386
Intra EC Imports	0	0	0	0	0	0
Other Imports	0	2.2	0	2.4	0	2.5
TOTAL Imports	0	2.2	0	2.4	0	2.5
TOTAL SUPPLY	0	377.7	0	384.4	0	388.5
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
Fluid Use Dom. Consum.	0	339.7	0	346.4	0	350.5
Factory Use Consum.	0	38	0	38	0	38
Feed Use Dom. Consum.	0	0	0	0	0	0
TOTAL Dom. Consumption	0	377.7	0	384.4	0	388.5
TOTAL DISTRIBUTION	0	377.7	0	384.4	0	388.5
Calendar Yr. Imp. from U.S.	0	0.005	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Import Trade Matrix		
Commodity	Dairy, Milk, Fluid	
Time period	Jan - Dec	Units: MT
Imports for:	1999	2000
U.S.	0	0
Others		
France	0.85	1.25
New Zealand	0.35	0.6
Belgium	0	0.2
Total for Others	1.2	0
Others not Listed		0.19
Grand Total	1.2	2.2

Export Trade Matrix		
Commodity	Dairy, Milk, Fluid	
Time period	Jan - Dec	Units: MT
Exports for:	1999	2000
U.S.	0	0
Others		
	0	0
Total for Others	0	0
Others not Listed	0	0
Grand Total	0	0

Prices Table			
Commodity	Dairy, Milk, Fluid		
Prices in	NT$	per uom	kg
Year	2000	2001	% Change
Jan	16.34	16.43	0.55%
Feb	16.35	16.78	2.63%
Mar	16.41	16.62	1.28%
Apr	18.27	19.47	6.57%
May	18.46	20.88	13.11%
Jun	18.72	22.16	18.38%
Jul	21.22	22.05	3.91%
Aug	19.98	22.56	12.91%
Sep	21.48	22.63	5.35%
Oct	21.24		
Nov	20.76		
Dec	17.31		
Exchange Rate	approx. 32.4	Local currency/US $	

Whole Milk, Powdered

PSD Table						
Commodity	Dairy, Dry Whole Milk Powder				(1000 MT)	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2000		01/2001		01/2002
Beginning Stocks	0	0	0	0	0	0
Production	6	6	6	6	0	6
Intra EC Imports	0	0	0	0	0	0
Other Imports	44	38	46	40	0	41
TOTAL Imports	44	38	46	40	0	41
TOTAL SUPPLY	50	44	52	46	0	47
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	50	44	52	46	0	47
Other Use, Losses	0	0	0	0	0	0
Total Dom. Consumption	50	44	52	46	0	47
TOTAL Use	50	44	52	46	0	47
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	50	44	52	46	0	47
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Import Trade Matrix		
Commodity	Dairy, Dry Whole Milk Powder	
Time period	Jan - Dec	Unit: MT
Imports for:	1999	2000
U.S.	0.3	0.08
Others		
New Zealand	18	15.4
Australia	18.4	12
Ireland	3.7	1.6
France	0.6	0.7
Belgium	0.3	0.5
Total for Others	41	0
Others not Listed	2	1.9
Grand Total	43.3	32.18

Export Trade Matrix		
Commodity	Dairy, Dry Whole Milk Powder	
Time period	Jan - Dec	Unit: MT
Exports for:	1999	2000
U.S.	0	0
Others		
Philippines	0.05	0.1
Hong Kong	0.03	0.01
Malaysia	0.002	0.009
Total for Others	0.082	0
Others not Listed	0	0
Grand Total	0.082	0.12

Nonfat Milk, Powdered

PSD Table						
Commodity	Dairy, Milk, Nonfat Dry				(1000 MT)	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2000		01/2001		01/2002
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	37	35	40	37	0	40
TOTAL Imports	37	35	40	37	0	40
TOTAL SUPPLY	37	35.3	40	37.5	0	40.5
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
Human Dom. Consumption	37	35.3	40	37.5	0	40.5
Other Use, Losses	0	0	0	0	0	0
Total Dom. Consumption	37	35.3	40	37.5	0	40.5
TOTAL Use	37	35.3	40	37.5	0	40.5
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	37	35.3	40	37.5	0	40.5
Calendar Yr. Imp. from U.S.	0	0.02	0	0.1	0	0.1
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Import Trade Matrix		
Country	Taiwan	
Commodity	Dairy, Milk, Nonfat Dry	
Time period	Jan - Dec	Unit: MT
Imports for:	1999	2000
U.S.	0.15	0
Others		
New Zealand	16.1	16
Australia	11.7	11.2
Denmark	2.6	5.8
Ireland	0.3	0.8
Netherlands	0.25	0.4
Russia	0	0.3
Total for Others	30.95	0
Others not Listed	4	0.5
Grand Total	35.1	35

Export Trade Matrix		
Country	Taiwan	
Commodity	Dairy, Milk, Nonfat Dry	
Time period	Jan - Dec	MT
Exports for:	1999	2000
U.S.	0	0
Others		
Total for Others	0	0
Others not Listed	0	0
Grand Total	0	0

Whey, Dried

PSD Table						
Commodity	Dairy, Dried Whey				(1000 MT)	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2000		01/2001		01/2002
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	17.3	0	18.1	0	19.5
TOTAL Imports	0	17.3	0	18.1	0	19.5
TOTAL SUPPLY	0	17.3	0	18.1	0	19.5
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
Human Dom. Consumption	0	14.9	0	16	0	17.3
Other Use, Losses	0	2.4	0	2.1	0	2.2
Total Dom. Consumption	0	17.3	0	18.1	0	19.5
TOTAL Use	0	17.3	0	18.1	0	19.5
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	0	17.3	0	18.1	0	19.5
Calendar Yr. Imp. from U.S.	0	11.5	0	13.4	0	15.5
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Import Trade Matrix		
Commodity	Dairy, Dried Whey	
Time period	Jan - Dec	Unit: MT
Imports for:	1999	2000
U.S.	10.6	11.5
Others		
Australia	3.2	2.4
Canada	1	1.3
Netherlands	0.5	0.9
South Africa	0.7	0.6
France	0.3	0.2
Total for Others	5.7	0
Others not Listed	0.2	0.4
Grand Total	16.5	17.3

Export Trade Matrix		
Commodity	Dairy, Dried Whey	
Time period	Jan - Dec	Unit: MT
Exports for:	1999	2000
U.S.	0	0
Others		
Brazil	0.5	1.3
Hong Kong	0.1	0.06
Philippines	0.1	0.03
Total for Others	0.7	0
Others not Listed	0.03	0
Grand Total	0.73	1.39

Butter

PSD Table						
Commodity	Dairy, Butter				(1000 MT)	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2000		01/2000		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	9.6	0	10	0	10.5
TOTAL Imports	0	9.6	0	10	0	10.5
TOTAL SUPPLY	0	9.6	0	10	0	10.5
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	9.6	0	10	0	10.5
TOTAL Use	0	9.6	0	10	0	10.5
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	0	9.6	0	10	0	10.5
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Import Trade Matrix		
Commodity	Dairy, Butter	
Time period	Jan - Dec	Unit: MT
Imports for:	1999	2000
U.S.	0	0
Others		
New Zealand	7	6.3
Australia	2.4	2.6
France	0.5	0.4
Netherlands	0.1	0.1
Denmark	0.08	0.06
Belgium	0.1	0.06
Total for Others	10.18	0
Others not Listed	0	0.08
Grand Total	10.18	10.4

Export Trade Matrix		
Commodity	Dairy, Butter	
Time period	Jan-Dec	Unit: MT
Exports for:	1999	2000
U.S.	0	0
Others		
	0	0
Total for Others	0	0
Others not Listed	0	0
Grand Total	0	0

Cheese

Import Trade Matrix		
Commodity	Dairy, Cheese	
Time period	Jan-Dec	Unit: MT
Imports for:	1999	2000
U.S.	0.5	0.7
Others		
New Zealand	4.6	5.9
Australia	2.4	2.6
Brazil	0.02	0.2
Denmark	0.07	0.15
Netherlands	0.14	0.15
Italy	0.05	0.1
France	1	0.1
Japan	0.05	0.07
Total for Others	8.33	0
Others not Listed		0.05
Grand Total	8.83	10.2

Export Trade Matrix		
Commodity	Dairy, Cheese	
Time period	Jan-Dec	MT
Exports for:	1999	2000
U.S.	0	0
Others		
Hong Kong	0.1	0.2
Total for Others	0.1	0
Others not Listed	0	0
Grand Total	0.1	0.2