

# EXPORT ASSISTANCE WATCH

Last quarter's export-assisted sales were the equivalent of 870,209 million pounds of milk on a milkfat basis.

That's equivalent to the average annual production of 31,000 cows.

# 38,211



## Product destinations



## CWT assists with 20 million pounds of export sales in Q4 2017

Competition for consumer markets in Asia, the Middle East and North Africa continues to pit U.S. dairy exporters against their counterparts from the European Union and New Zealand. By moving significant quantities of cheese and butter to overseas customers, CWT is helping to maintain America's share of growing world dairy markets, benefiting all dairy farmers in all regions of the country.

CWT's focus is on dairy products that most directly impact producers' milk checks: American-type cheeses and butter containing 82 percent butterfat. In the fourth quarter of 2017, CWT member cooperatives secured contracts to sell 18.3 million pounds of cheddar, Gouda and Monterey Jack cheese, and 1.6 million pounds of butter.

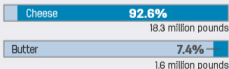
In 2017, CWT export assistance helped member cooperatives capture contracts to sell a total of 73.38 million pounds of American-type cheeses and 5.907 million pounds of butter to 21 countries on five continents.

### Milk producers helping themselves

In what will continue to be a financially challenging period at the start of 2018, it is up to milk producers to help themselves by investing in CWT.

Go to [www.cwt.coop](http://www.cwt.coop) for more information.

### Percentage of product sales assisted in 2017



Sales as a percentage of total U.S. exports within each product category