**2020 U.S. Dairy Trade & Processing**

**2020 U.S. Forage Statistics**

**Imports**
- **2020 Value of dairy products purchased from the U.S.**
  - **Mexico:** $310,589
  - **Canada:** $735,339

**Exports**
- **2020 Value of dairy products sold to the U.S.**
  - **Canada:** $5,000,000
  - **Mexico:** $4,000,000

**Top 15 countries selling dairy products to the U.S.**
- **Germany:** $93,892
- **Chile:** $38,229
- **Argentina:** $39,192
- **Spain:** $89,697

**USDA Foreign Agriculture Service**
- **2012:** $6,456,837
- **2013:** $3,333,706
- **2014:** $2,007,249
- **2015:** $1,859,804
- **2016:** $1,521,782
- **2017:** $1,400,129
- **2018:** $1,224,103
- **2019:** $1,090,000

**Why QLF?**
- **1.** Increase Uniform Distribution
- **2.** Increase Consistency of Feed
- **3.** Encourage Digestion

**Imports from the Former Soviet Union**
- **Per-capita consumption of select dairy products**
  - **Fluid milk:** 22.8 pounds/person
  - **Cheese:** 9.3 pounds/person
  - **Butter:** 2.2 pounds/person

**Nutrients and additives in QLF products are distributed evenly throughout the cow. QLF products are an excellent method to deliver low inclusion levels of nutrients and additives.**

**Total forage production is represented by the total of alfalfa, other hay, silage and greenchop production.**

**Alfalfa Hay**
- **Total a year:** 10,000 to 15,000 thousand tons
- **2020:** 10,000 to 15,000 thousand tons
- **2019:** 10,000 to 15,000 thousand tons

**Other Hay**
- **Total a year:** 2,000 to 5,000 thousand tons
- **2020:** 2,000 to 5,000 thousand tons
- **2019:** 2,000 to 5,000 thousand tons

**Silage**
- **Total a year:** 100 to 1,000 thousand tons
- **2020:** 100 to 1,000 thousand tons
- **2019:** 100 to 1,000 thousand tons

**Greenchop**
- **Total a year:** 0 to 500 thousand tons
- **2020:** 0 to 500 thousand tons
- **2019:** 0 to 500 thousand tons

**U.S. milk production**
- **2020:** 488 billion pounds
- **2019:** 463 billion pounds

**Source:** U.S. Department of Agriculture, National Agricultural Statistics Service

**RITCHIE® AMERICAN MADE**

**Fresh Water For Life**

**www.rif.com 800.236.2240**

**Listen on our website at progressive dairy.com/podcasts on your device of choice.**

**PROGRESSIVE DAIRY PODCAST**