

# LACTO DATA

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## Statistics

A Milk SA publication compiled by the Milk Producers' Organisation



MELK SUID-AFRIKA/MILK SOUTH AFRICA



MELKPRODUSENTE-ORGANISASIE  
MILK PRODUCERS' ORGANISATION



MELK SUID-AFRIKA/MILK SOUTH AFRICA



# MILK SOUTH AFRICA IS THE INSTRUMENT THROUGH WHICH ITS MEMBERS, THE MPO AND SAMPRO, DEAL WITH COMMON CHALLENGES.

## VISION

To promote a healthy South African dairy community.

## MISSION

- To promote the image and consumption of South African dairy products amongst consumers and the broader population; and
- To develop the dairy industry through rendering value-added services to industry participants, consumers and the broader South African population.

## STRATEGIC DIRECTION

- Broaden the market for milk and other dairy products.
- Improve the international competitiveness of the dairy industry.
- Empower previously disadvantaged individuals.

## STRATEGIC OBJECTIVES

The strategic direction of Milk SA resulted in strategies that are financed by the levies implemented in terms of regulations promulgated in terms of the Marketing of Agricultural Products Act, as well as other strategies that are not financed from levy income, which include:

- consumer education
- improvement of the quality of milk and other dairy products
- empowerment of previously disadvantaged individuals through actions that improve knowledge and skills
- promotion/facilitation of research and development
- collection and publication of industry information
- promotion of South Africa's trade dispensation regarding milk and other dairy products
- constructive cooperation with the industry role-players and government.

## Milk SA foreword

The purpose of this publication is to make information available regarding the structure and performance of the dairy industry, with a view to promote the optimal development of the industry to the benefit of the South African dairy industry and consumers.

Milk SA is proud to present this publication which was made possible through the contributions of especially the persons or entities sharing their information via the statutory regulations, the SA Milk Processors' Organisation (Sampro), the Milk Producers' Organisation (MPO) and the Milk SA Advisory Committee.

A special word of thanks to the MPO for the compilation of the information contained in *Lacto Data*.

## Executive summary

Internationally, 2010 was a period of huge volatility in product prices. Product prices were substantially higher in March 2011 than during March 2009 but still below the 2007/08 peak.

Local production during 2010 increased by 5% compared to 2009. Imports during 2010 is higher than during 2009. Exports during 2010 is lower than during 2009.

“ Local production during 2010 increased by 5% ”

The decreasing trend in milk producer and processor numbers has continued during 2010.

*Lacto Data* is also available on [www.milksa.co.za](http://www.milksa.co.za) and [www.dairyconnect.co.za](http://www.dairyconnect.co.za)

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# The primary industry

## Industry structure

The number of milk producers has decreased from 3 899 in January 2007 to 2 686 in January 2011. The number of producers per province is

shown in *Table 1*. Since 1997, the number of producers has decreased by 62%. The biggest decrease in producer numbers, occurred in the Northern Cape, while the number of producers

**TABLE 1: Number of milk producers per province, 1997–2009**

Province	Number of producers per province				
	Dec '97	Jan '06	Jan '07	Jan '08	Jan '11
Western Cape	1 577	878	827	815	683
Eastern Cape	717	422	420	407	314
Northern Cape	133	39	37	34	28
KwaZulu-Natal	648	402	385	373	323
Free State	1 204	1 067	987	919	601
Northwest	1 502	649	596	549	386
Gauteng	356	275	245	228	127
Mpumalanga	866	407	357	302	201
Limpopo	74	45	45	38	23
<b>TOTAL</b>	<b>7 077</b>	<b>4 184</b>	<b>3 899</b>	<b>3 665</b>	<b>2 686</b>

Source: MPO statistics

**TABLE 2: Milk production and cows per producer, specific years**

Province	% Distribution of milk production		Number of cows per producer, 2010	
	Dec 1997	Sep 2010	Mean	Median
Western Cape	22,9	26,6	203	150
Eastern Cape	13,8	24,5	468	313
Northern Cape	1,2	0,3	141	100
KwaZulu-Natal	15,7	23,6	367	310
Free State	18	13,2	113	82
Northwest	12,6	4,8	96	77
Gauteng	4,4	2,6	99	62
Mpumalanga	11	3,8	116	88
Limpopo	0,4	0,6	175*	71
<b>TOTAL</b>	<b>100</b>	<b>100</b>	<b>209</b>	<b>145</b>

Source: MPO statistics

\* Limpopo samples not representative

“ The number of milk producers has decreased from 3 899 in January 2007 to 2 686 in January 2011. The number of producers per province is shown in *Table 1*. Since 1997, the number of producers has decreased by 61% “

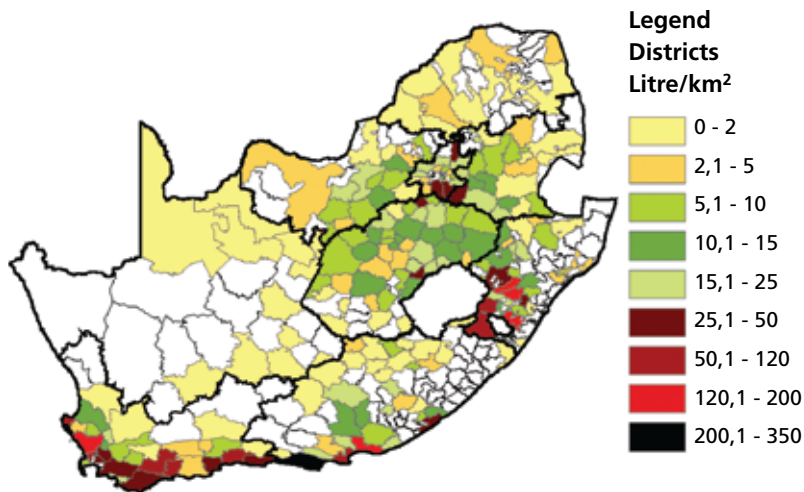
in the Free State decreased by 50%. The trend towards higher total production in the pasture-based areas continued. The concentration of milk production per district is shown in *Figure 1*. Milk production per province, according to the latest MPO statutory information, is shown in *Table 2*.

The number of cows varies widely among different producers. The percentage distribution of herd size is shown in *Figure 2*. The average

herd size per producer in the different provinces, is shown in *Table 2* and the concentration of cows per district in *Figure 3*.

Average milk production per cow per day was 17,3 litres/day in 2009. A total of 89% of milk was sold in the formal market and 3% informally. The rest was used for own consumption and calves. The distribution of herds on a production basis, is shown in *Figure 4*.

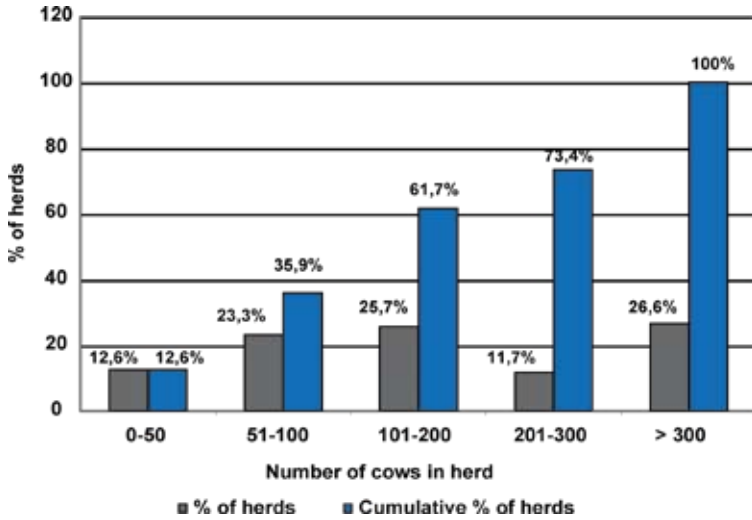
**FIGURE 1: Milk production density (litre/km<sup>2</sup>) per district, 2008**



Source: MPO statutory information

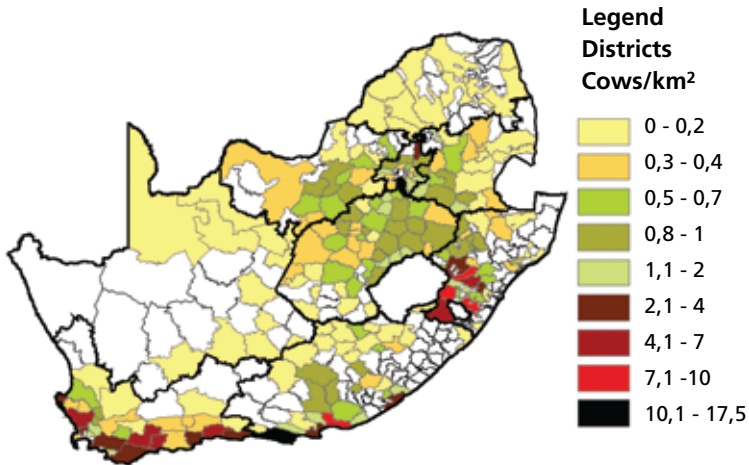


**FIGURE 2: Size distribution of dairy herds, 2009**



Source: MPO statutory survey, 2009

**FIGURE 3: Cow density per district (cows/km<sup>2</sup>), 2008**



Source: MPO statutory information

“ Average milk production per cow per day was 17,3 litres/day in 2009. A total of 89% of milk was sold in the formal market and 3% informally. The rest was used for own consumption and calves. The distribution of herds on production basis is shown in *Figure 4* ”

### Milk production and consumption

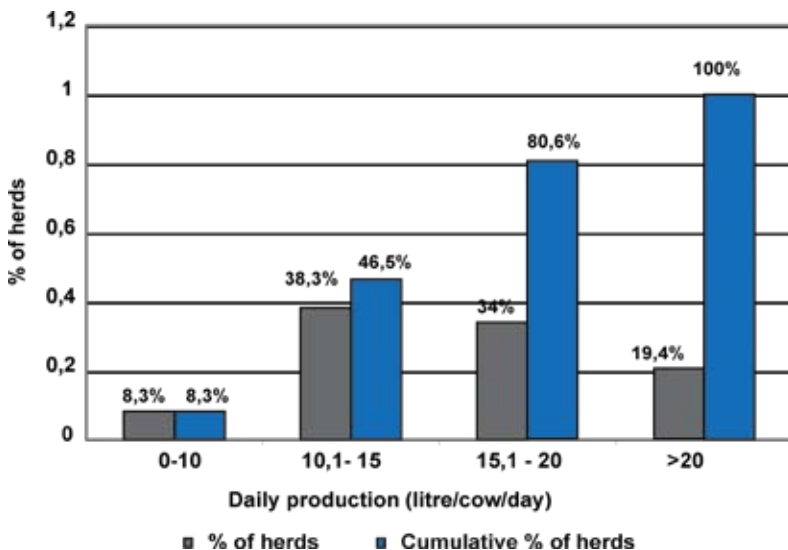
Annual milk production shows a steady linear upward trend over time.

Total milk to market for 2010 is estimated

at 2,6 billion litres, up 5% on the previous year.

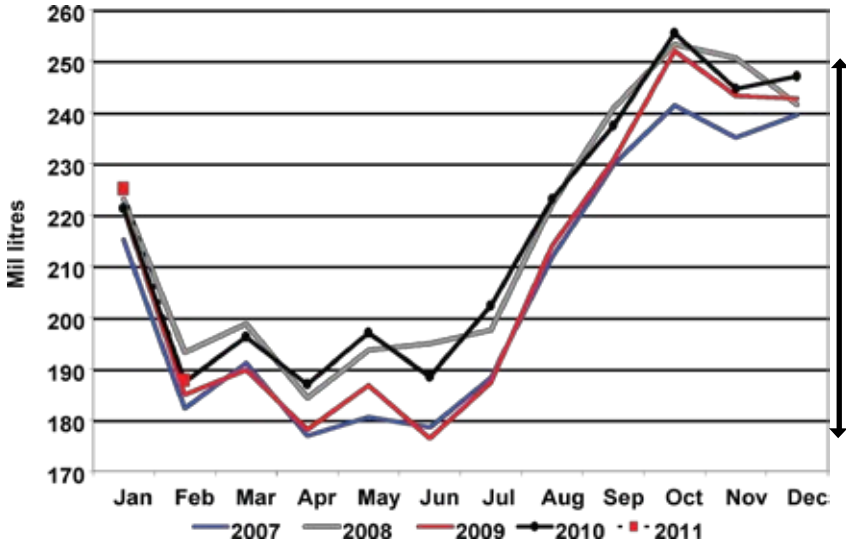
Milk production for 2007 to 2010, is shown in *Figure 5*.

**FIGURE 4: Distribution of herds based on daily production per cow in herd, 2009**



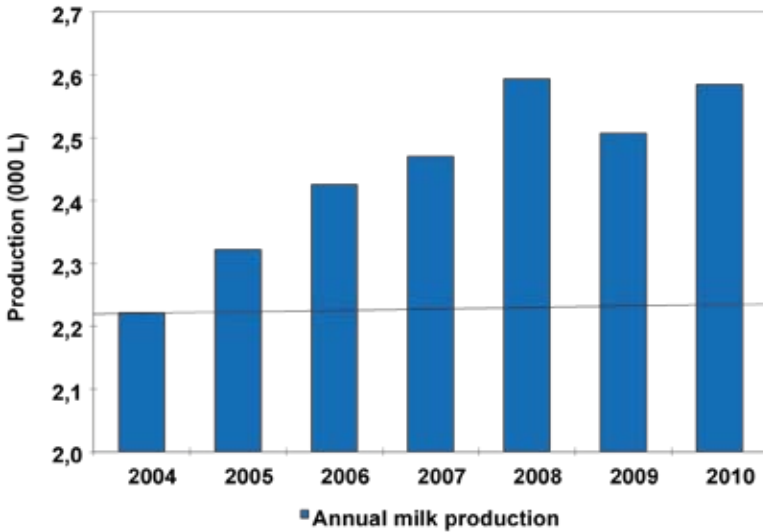
Source: MPO statutory survey, 2009

FIGURE 5: South African monthly milk production, 2007–2011



Source: Milk SA statistics

FIGURE 6: Annual milk production, 2004–2010



Source: 2004-2006 MPO; 2007-2010 Milk SA



“ The South African secondary industry consists of a few larger processors operating nationally, a large number of smaller processors who operate in specific areas, and a number of producers who sell their own produce directly to retailers and consumers – known as producer-distributors (PDs). The number of milk buyers has decreased by 53% since 2003”

## The secondary industry

### Industry structure

The South African secondary industry consists of a few larger processors operating nationally, a large number of smaller processors who operate in specific areas, and a number of producers who sell their own produce directly to retailers and consumers – known as producer-distributors (PDs). The number of PDs and milk buyers per province is shown in *Table 3*. The number of milk buyers has decreased by 53% since 2003.

### Production and consumption

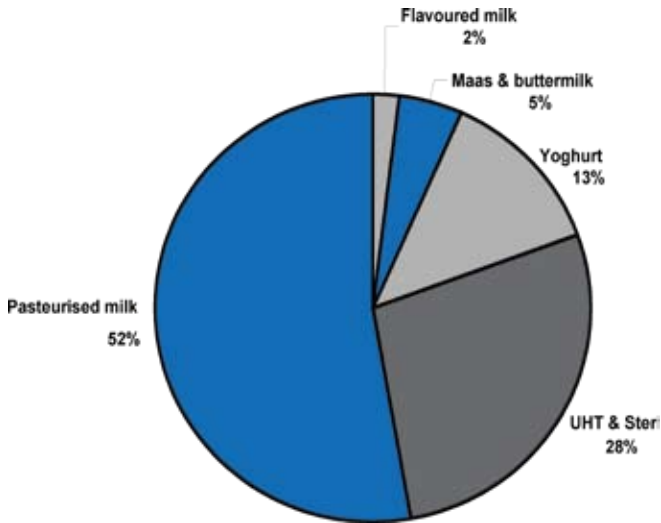
The South African dairy market is divided into 60% liquid and 40% concentrated products. Pasteurised liquid milk and UHT milk are the major liquid products, while hard cheese is the major concentrated product. The estimated composition of the markets for liquid and concentrated products, is shown in *Figures 7 and 8*.

**TABLE 3: Number of producer-distributors (PDs) and milk buyers per province, as registered by Milk SA**

Province	Number of PDs	Number of milk buyers
Western Cape	27	29
Eastern Cape	20	11
Northern Cape	11	4
KwaZulu-Natal	14	17
Free State	19	13
Northwest	9	14
Gauteng	19	50
Mpumalanga	14	14
Limpopo	12	1
<b>Total</b>	<b>145</b>	<b>135</b>

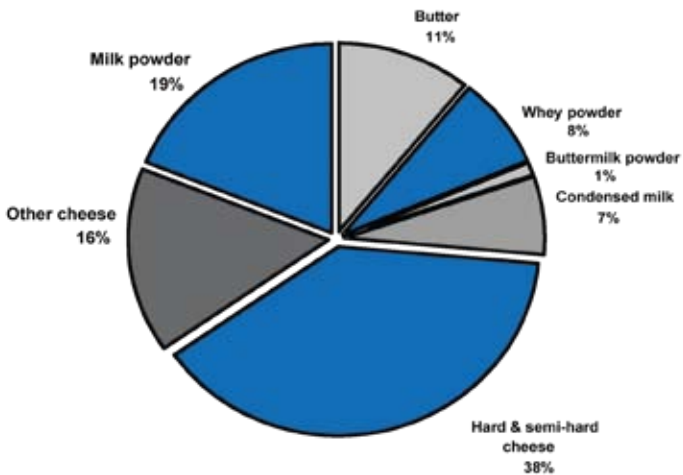
Source: Milk SA

**FIGURE 7: Composition of the South African liquid products market, 2010\***



Source: Industry estimate  
\* Milk equivalent basis

**FIGURE 8: Composition of the South African concentrated products market, 2010\*\***



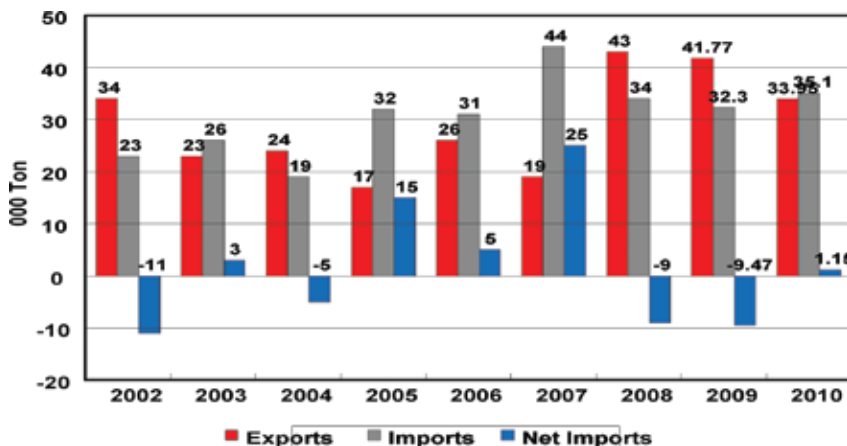
Source: Industry estimate  
\*\* Mass basis

### Imports and exports

Total dairy product imports and exports are shown in Figure 9. During 2009, 32 373 tonnes of products were imported. On a milk equivalent basis, South Africa has been a net importer

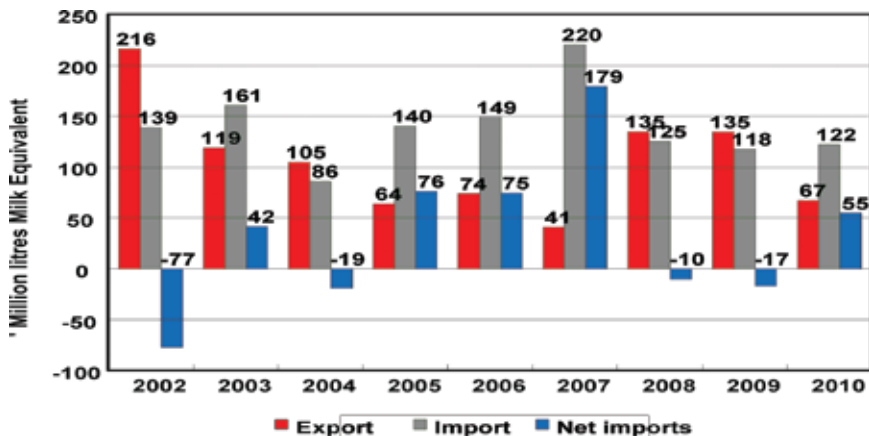
of dairy products from 2005 to 2007. The positive growth of exports since 2008, resulted in a decrease in net imports. Total exports during 2009 were 41 770 tonnes.

**FIGURE 9: Dairy product imports and exports ('000 tonnes), 2002–2010\***



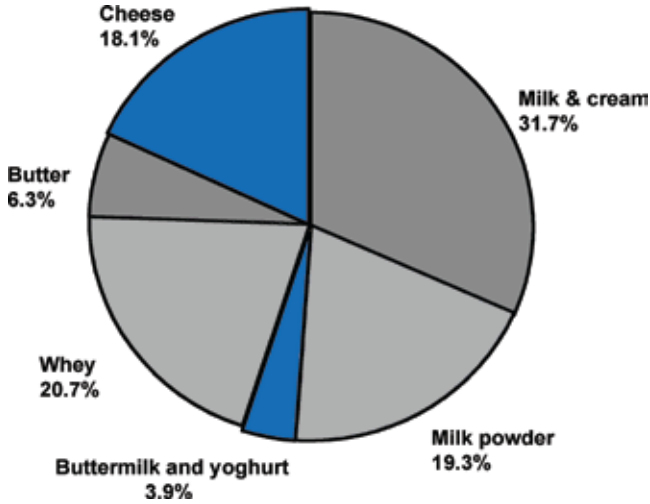
Source: SARS data supplied by MPO and SAMPRO 2010

**FIGURE 10: Dairy product imports and exports, milk equivalent base, 2002–2010\***



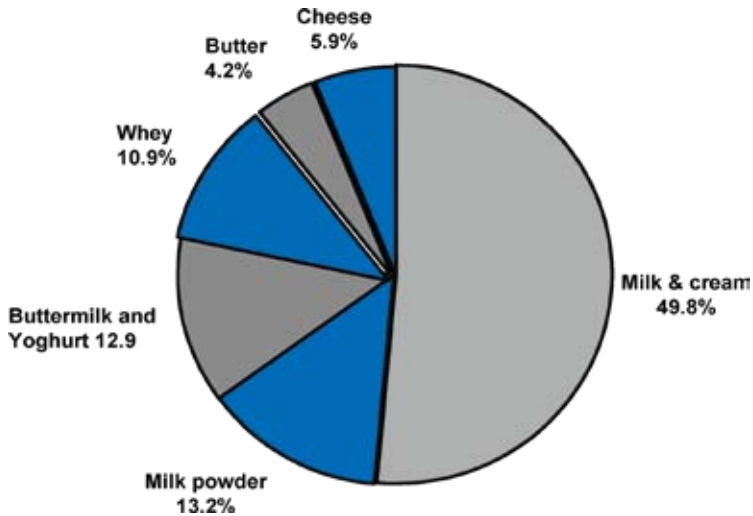
Source: SARS data supplied by MPO and SAMPRO 2010

**FIGURE 11: Percentage composition of imports (mass base), 2010**



Source: Data supplied by SAMPRO

**FIGURE 12: Percentage composition of exports (mass base), 2010**



Source: Data supplied by SAMPRO

“ International product prices peaked in March/April 2008. Since then to late 2009 prices decreased sharply. Prices recovered erratically during 2009 and 2010 ”

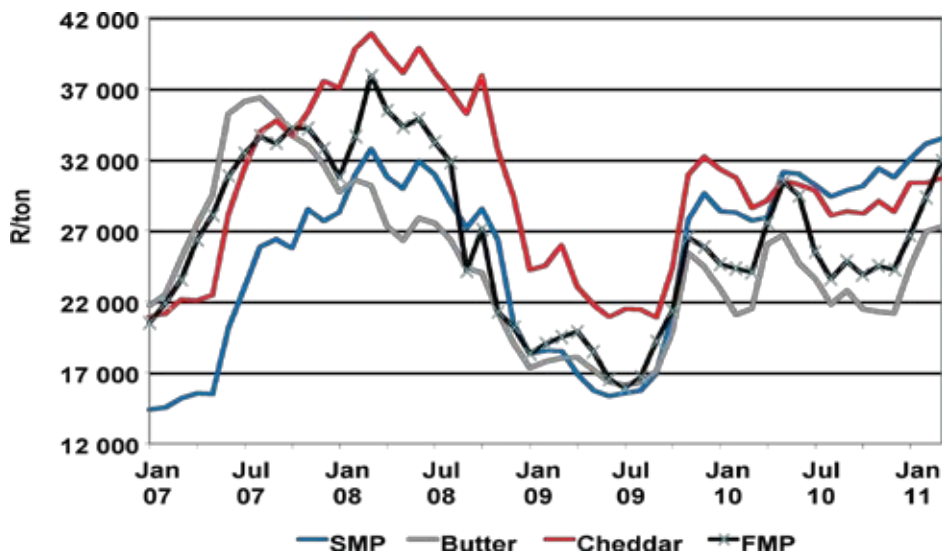
## Dairy price trends

### International product prices

International product prices peaked in March/April 2008. Since then to late 2009 prices decreased sharply.

Prices recovered during 2009 and 2010. Prices are substantially higher than in mid-2009, but with the exception of butter prices still lower than the 2008 peak.

**FIGURE 13: International FOB dairy product prices, rand/tonne, Jan 2007–July 2010**



Source: USDA; Reserve Bank

**TABLE 4: International milk producer prices, January 2008, 2009 and Jan 2011**

Country	Jan 08	Jan 09	Jan 10	Jan 11
Belgium	3,99	3,23	2,89	3,06
Germany	3,96	3,50	2,80	2,96
Denmark	3,79	3,51	2,81	2,90
Finland	3,73	5,39	3,79	3,54
France	4,13	4,65	3,37	3,01
Great Britain	3,37	3,80	2,82	2,69
Ireland	3,87	3,17	2,47	3,16
Netherlands	3,81	3,46	2,91	3,05
New Zealand	2,75	2,05	2,44	3,03
USA	3,20	2,59	2,59	2,27
South Africa	2,95	2,80	3,00	2,85
Uruguay	2,64	1,96	2,14	2,53

Source: LTO Nederland, MPO

Based on 4% fat-corrected milk

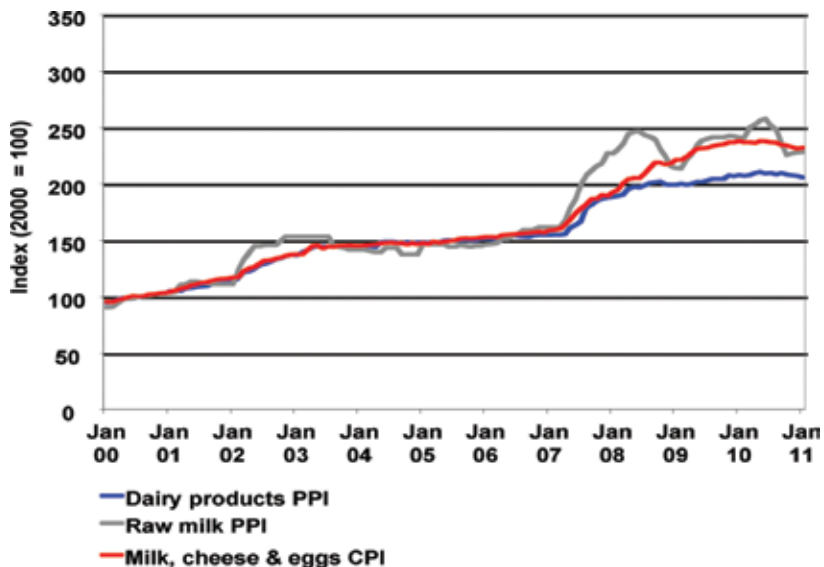
Exchange rates: Reserve Bank monthly middle rates

### International producer prices

International producer prices largely followed the decrease in product prices during 2009 and the recovery in 2010. South African producer prices did not increase as sharply as international prices during 2008 and were more stable during 2009. South African producer prices decreased since June 2010.

“ International producer prices largely followed the decrease in product prices during 2009 and the recovery to 2010 ”

**FIGURE 14: Price index of raw milk on farm level, dairy products at processor level and milk and eggs at consumer level, 2000–2011**



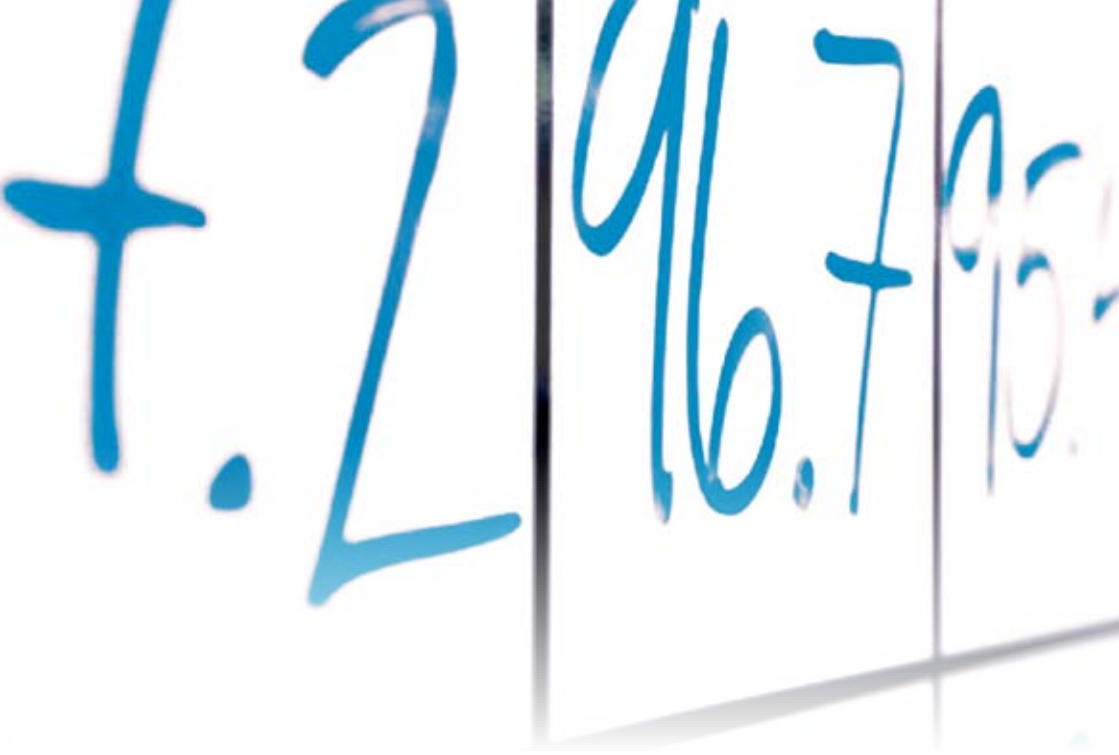
Source: DAFF and Stats SA data

**TABLE 5: Farm requisite price indexes, Base 2005 = 100**

Period	Machinery and implements	Material for fixed improvement	Intermediate goods and services	All farming requisites
2005	100,0	100,0	100,0	100,0
2006	103,8	100,1	107,2	106,5
2007	101,6	118,2	118,8	116,8
2008	115,0	130,9	160,8	154
2009	133,3	141,6	172,9	166,8
GAGR*	7,5%	9,1%	14,7%	13,6%
Oct 09	139,8	141,9	177,8	171,7
Oct 10	162,4	143,7	201,1	193,8
% Change	16,1	1,3	13,1	12,9

Source: Department of agriculture, forestry and fisheries

\* Computed annual growth rate, 2005 to 2009



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