

# UNITED MARKET NEWS

MAY 2025

## TARIFFS & TRADE

During the last 90 days, global trade has taken a turn with increased tariffs between the US and the rest of the world. Here is a summary of a few key points of interest related to impacts in the animal nutrition markets:

- Import tariffs have increased from nearly all countries importing into the US, mostly in the 10%-20% range not including China.
- Current tariffs on Chinese produced products are variable based upon the product ranging from 20% to well over 100%.
- Key ingredients including many vitamins and amino acids are exempt from reciprocal tariffs while increasing at least 20%
- From April 9th, a 90 day pause on additional tariffs was announced again except China.
- Charges on Chinese vessels has been announced while not yet finalized or implemented.

The tariff conditions will continue to evolve over the next several weeks and months. United is working diligently to minimize the impact of customer prices and will continue to monitor the trade dynamics working closely with suppliers to negotiate supply terms and conditions.

## VITAMINS

Vitamin markets have trended stable with less impact from tariffs compared to other ingredients. Supply remains constant allowing pricing to continue consistent.

Vitamin A looks to remain bearish given intended additional supply from BASF coming online during the coming months.

Vitamin E remains steady to trending weaker as BASF brings product to market. With concern over tariffs, D3 is holding steady with some spot price increases. Pricing trends will be mixed depending upon the product, tariff impact and supply as we approach the summer months.

INGREDIENT	Price Trend: 1 Month	Price Trend: 3 Month	Supply Availability
VITAMIN E	→	→↓	GOOD
VITAMIN A	↓	↓	GOOD
CAL PAN	→	→	GOOD
NIACIN	→	→↑	GOOD
D3 500	→↑	→	GOOD

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## DAIRY POWDERS

Decreased global trade, primarily with China is forcing some dairy markets to react given decreased demand. Until a trade agreement is reached, expectations are supplies increase in the US with possibly weaker prices.

Whey pricing has decreased significantly over the last 60 days with new production capacity combined with weak demand. Permeate is following a similar trend to whey given decreased trade demand spot prices are showing weakness. With many volume buyers working from contracts, experts predict market prices won't see significant changes until Q3.

Lactose is the most stable as demand continues to pressure supply availability. Market prices remain firm and expect to continue through the quarter.

INGREDIENT	Price Trend: 1 Month	Price Trend: 3 Month	Supply Availability
WHEY PERMEATE	↓	→	GOOD
LACTOSE	→↑	→	TIGHT
WHEY	↓	→	IMPROVING

## MINERALS

Market trends are mixed for minerals depending upon the country of origin and impact on tariffs to pricing.

Monocalcium phosphate prices have held steady for Q2 which is not too surprising given strong demand for feed and agronomy use with planting season upon us. Plan for steady prices through Q2. Imports from outside the US will be paying higher tariffs which could have an impact on market supply and may hold pricing firm.

Copper has overall remained steady with some variability in pricing. Expect this trend to continue driven by price changes due to tariffs from outside the US. Domestic supply remains consistent with 2–4 week lead times for truckload customers. Zinc oxide and sulfate are holding steady to firm again driven by import values depending upon the country of origin and tariff impact. Supply has tightened some with the trend predicted to continue through Q2. As supply improves, experts predict weaker prices in Q3.

INGREDIENT	Price Trend: 1 Month	Price Trend: 3 Month	Supply Availability
MONOCALCIUM PHOSPHATE	→	→	GOOD
ZINC OXIDE	→↑	→	GOOD
COPPER SULFATE	→	→	GOOD

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## AMINO ACIDS

Market conditions for amino acids have become as varied and unpredictable as most experts have ever seen. Prices are wide ranging due to timing of cost impacts from tariffs combined with decreased demand pressuring sellers to compete to move volume at lower prices.

Lysine and threonine have seen the biggest impact on pricing with expectations in the short-term prices will remain weak to stable.

Methionine prices have seen an uptick especially in the spot market given higher tariffs and strong steady demand.

Valine is subject to higher tariffs so we could see future prices increase.

Tryptophan remains steady given good supply available from non-Chinese sources.

Expectations are prices will remain variable until trade agreements are reached, especially Chinese sources amino acids.

INGREDIENT	Price Trend: 1 Month	Price Trend: 3 Month	Supply Availability
LYSINE	↓	→	GOOD
THREONINE	↓	→	GOOD
METHIONINE	→↑	→	GOOD
TRYPTOPHAN	→	→	GOOD
VALINE	→	↑	GOOD