

USDA Foreign Agricultural Service

# GAIN Report

Global Agricultural Information Network

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POLICY

Voluntary  Public

**Date:** 12/31/2015

**GAIN Report Number:**

## **China - Peoples Republic of**

**Post:** Chengdu ATO

### **2015 Exporter Guide to China**

**Report Categories:**

Exporter Guide

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**Report Highlights:**

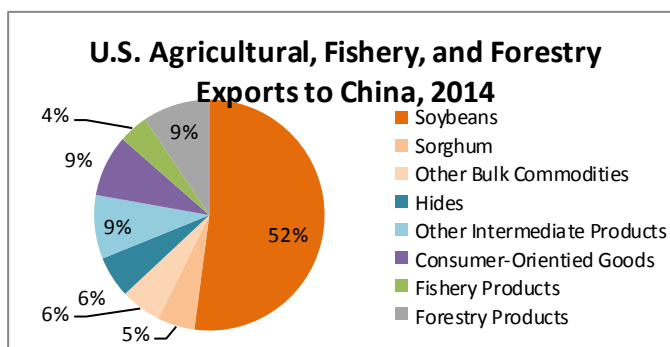
This report is meant to provide practical tips to U.S. companies on how to conduct business in China, including local business practices and a general review of consumer preferences, food standards and regulations, and import and inspection procedures as well as best prospects, with a focus on high-value, consumer-oriented goods.

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## I. Market Overview

China's increasing wealth continues to drive consumption of high-value food and beverages. However, in the midst of China's slowing economy combined with the United States' eroding price competitiveness and market access issues, sales of U.S. consumer-oriented goods continue to decline. Furthermore, while such goods continue to account for a growing share of China's total



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agricultural, fishery, and forestry imports (15% in 2012 to 22% in 2015), their proportion in the U.S. product mix remains relatively stagnant (at 10%). While the United States is China's #1 supplier of agricultural, fishery, and forestry products, the United States is only China's #3 supplier of consumer-oriented goods, behind China's free trade partners New Zealand and Thailand and just ahead of its new free trade partner Australia. As a group, ASEAN (including Thailand) has maintained steady market share of 21-23% in recent years while the European Union's combined market share of consumer-oriented goods jumped from 23% in 2014 to 27% in 2015.

| Year          | Consumer-oriented Ag Products         |                                     |                   | Agricultural, Fishery & Forestry      |                                     |                   |
|---------------|---------------------------------------|-------------------------------------|-------------------|---------------------------------------|-------------------------------------|-------------------|
|               | China Imports from World (\$ Million) | China Imports from USA (\$ Million) | U.S. Market Share | China Imports from World (\$ Million) | China Imports from USA (\$ Million) | U.S. Market Share |
| 2012          | 20,014                                | 3,068                               | 15.3%             | 130,779                               | 30,150                              | 23.0%             |
| 2013          | 25,378                                | 3,158                               | 12.4%             | 140,383                               | 28,813                              | 20.5%             |
| 2014          | 28,903                                | 2,977                               | 10.3%             | 146,621                               | 31,317                              | 21.4%             |
| 2014: Jan-Nov | 26,406                                | 2,719                               | 10.3%             | 133,153                               | 26,414                              | 19.8%             |
| 2015: Jan-Nov | 26,913                                | 2,173                               | 8.1%              | 123,009                               | 22,814                              | 18.5%             |

Source: Global Trade Atlas

Potential remains for a return to increased U.S. sales of consumer-oriented goods with a growing pie. Imported food demand in China remains supported by growing urban populations, rising disposable incomes, an innate thirst for foreign luxuries, and a continuing public outcry for improved food safety.

- China accounts for 19% of the world's population but only 11% of the world's arable land, and government officials estimated 40% of the arable land is degraded with 20% beyond remediation.
- China urbanizes roughly 20 million residents per year, immediately creating new consumers, yet it still has a long way to go with 45% of the population still rural, generally surviving as subsistence farmers. Urban dwellers spend 2.1 times more on food than rural dwellers. China has also shifted from a one-child policy to a two-child policy.
- Penetration of imported foods in urban areas has substantial room for growth. At the end of 2014, China had 42 cities with metropolitan populations of at least two million. According to the EIU, urbanites within these 42 cities earning more than 50,000 RMB (at constant 2005 prices) – roughly considered middle class – should nearly double from 33 million in 2015 to 62 million in 2020. As a share of the population, this group will grow from 8.8% to 15.8% and can be considered a rough approximation of the target consumer for many imported goods.

## 1. Current Trends

- Consumers have increasing demand for nutritional, healthy, safe, convenient, and new food experiences.
- Over 650 million consumers and businessmen alike are also now monthly active users of WeChat, using the platform to not only communicate and share experiences but also get information and make purchases.
- On-line shopping has changed consumption habits. Previously unreachable, Chinese in remote areas now enjoy ordering imported products from their mobile phones.
- China’s food service sector is recovering and evolving since suffering a strong setback in 2013-14, with a number of restaurateurs having changed their focus from government officials to young, affluent consumers, favoring an expansion of international restaurants over more traditional Chinese. Furthermore, food service delivery is becoming increasingly popular.

## 2. Advantages and Challenges

| U.S. Advantages  | U.S. Challenges   |
|--|---|
| Extensive U.S. resources in China, including five U.S. Agricultural Trade Offices and more than 30 USDA Cooperators with local representation.   | Aspiring U.S. exporters often lack Chinese language skills, an understanding of Chinese business culture, and critical Chinese social media communication tools.  |
| China Advantages   | China Challenges  |
| China’s increasing purchasing power allows a growing number of urban consumers, including those outside Beijing and Shanghai, to afford imported goods.  | China’s ever-slowing economy.   |
| China has 750 million urban residents, 675 million internet users, and 650 million connected via WeChat.   |   |
| Urbanization of subsistence farmers will continue to increase the number of marketplace consumers.   |   |
| China’s food safety scandals allow imported foods to carry a premium price tag.  | Many Chinese consumers remain price sensitive. Note: China’s 80 <sup>th</sup> percentile of annual per capita urban disposable income is still <\$10,000.   |
| Chinese consumers seek out international experiences and dually enjoy sharing them to earn “face”.   | Chinese consumers maintain widespread fear of GMOs.   |
| China’s online retail sector has opened channels for imported products to reach remote locations where such products are not available in brick-and-mortar stores.   | China’s market access barriers preclude a number of U.S. products from gaining entry and frequently threaten closure to existing trade flows.   |
| China’s pilot “cross-border” e-commerce platforms offer duty-free like shopping experiences for Chinese consumers, whereby import duties and taxes are exempt as well as some otherwise restrictive sanitary and technical regulations are not applicable. | China’s Free Trade Agreements with U.S. competitors hurts U.S. price competitiveness as well as directs Chinese buyer attention away from the United States.  |
|  | China’s “One Belt, One Road” initiative prioritizes closer trade with Europe and Asia over the Americas.  |
| China’s cold store capacity and modernization has grown significantly in recent years.   | China’s complicated, numerous, and ever-changing sanitary and technical regulations, including extensive new laws governing food safety and advertising in 2014.  |
|  | China’s cold chain still has a number of breaks and geographic limitations. China’s rotten rate of fruit and vegetables is 25%, seafood – 12%, and meat – 15% (versus 5% for all products in Europe and the United States). |

## II. Exporter Business Tips

### 1. Market Preferences

#### A. Consumer Preferences

Food consumption patterns in China have changed significantly as living standards have risen and more consumers are exposed to a greater diversity of choice, both locally and in travel abroad. Chinese consumers are becoming increasingly discerning and more are seeking the following qualities when making purchases:

- Food safety. Although only some gain international attention, food scandals are uncovered throughout the year in China and often linked to local production, processing, or preparation.
- Nutritional value. Consumer concern over health is growing continuously.
- Attractive packaging. Chinese consumers are easily attracted by exquisite packaging and will often pay for it regardless of the contents.
- Brand-conscious. Brand halo effects are strong among consumers and can extend to countries considered famous for those products regardless of the brand itself.
- International. Consumers equate international products and experiences with a better lifestyle.
- Convenience

### B. Cultural Preferences

Chinese rely on opinion leaders and other trusted sources for recommendations or referrals before attempting to try something or meet someone new on their own. This applies equally to business interactions as well as consumer experiences with retail products and restaurants.

Chinese care strongly about “face,” a concept which involves giving and receiving honor, prestige, and respect. Gifting imported products is a viable and often-used way for Chinese to “give face” because an expensive or high-quality gift shows the giver’s respect for the recipient. Holiday seasons are a good time to sell imported food products as gifts.

### **2. Tips to Deal with Chinese Buyers and Traders**

- If at all possible, be introduced by a common party. Cold calls from unknown persons can be extremely difficult and the relationship will take a long time to establish trust and respect.
- Carry your business card (*míng piàn*) wherever you go. Even casual meetings begin with an exchange of business cards, offered with both hands, and failure to provide yours creates awkwardness.
- Chinese traffic patterns are often unpredictable so cautiously budget your travel time in order to be punctual at meetings.
- Build a relationship before closing a business deal. Sharing meals or an evening of karaoke generally help to warm the relationship.
- Learn some simple phrases of Chinese, such as *nǐ hǎo* (hello), *zǎo shàng hǎo* (good morning), etc.
- Hold back frustration if a business negotiation is not running smoothly. Losing one’s temper causes both parties to “lose face”.
- Speak with counterparts in short, simple, and jargon-free sentences.
- Be aware of Chinese holidays, such as Chinese lunar new year (varies each year from between mid-January to mid-February), National Day (1 October), and May Day (1 May). During those time periods,

business usually slows down as people take vacations and visit family, so avoid trying to arrange business meetings on or near them.

- Have a local interpreter available to assist with business meetings. Try to find a locally-recommended interpreter who speaks the local dialect. China has many local dialects and not everyone speaks Mandarin well.
- Be prepared that many Chinese buyers will ask for exclusivity deals or marketing support.
- Have a WeChat account on your smart phone and know how to use it. Promising contacts will often ask to connect via WeChat after a successful first impression by scanning each other's QR code. Many Chinese businessmen use WeChat as their primary method of communication.

### **3. Market Entry Tips**

- Conduct market research. First, consider what your company's objectives are and carefully research the target market before developing a formal business plan. Discuss the strategy with a local representative who understands the local market and economic conditions. Take advantage of free market research reports and intelligence e-newsletters to stay current on the latest trends.
- Visit the market. Travel to China is highly recommended to evaluate partnerships, build up connections with industry professionals, and identify new opportunities and potential obstacles. Time your trip during a professional trade show, of which there are several to choose from. Contact the ATOs for a full list of upcoming shows in the area. You may also exhibit in the USA Pavilion of the three USDA-endorsed international food and beverage shows in China, including Food & Hospitality China (FHC) in Shanghai every November, SIAL-China in Shanghai every May, and the China Food & Drinks Fair in Chengdu every March. If you attend a trade show, do not expect everyone to come to you. Make time to walk the show yourself but ensure your booth is covered to ensure promising leads are not lost and your items, including brochures and samples, are not stolen.
- Find a local partner and/or distributor. For smaller companies without the resources to directly market their products in China, a good distributor is critical to success. In China, in-market contacts are often more important than product and price. ATOs keep lists of well-known distributors.
- Understand the basic Chinese regulations which govern your industry or investment. Chinese regulations are often vaguely worded and inconsistently enforced, particularly from port to port. Thus, do not assume the same rules apply to all imports and all ports equally. Your business partner or distributor is often the best resource to help you navigate the special circumstances of your product.
- Find your market niche and focus on it. China is huge. Prioritize the market opportunities, both geographically and by market segment.
- Adapt your products. Chinese consumers often have their own preferences including flavors, packaging, and labeling. Be prepared to adapt your products to Chinese demands.

- Invest in market promotion. The imported food market has fierce competition. Market campaigns are critical for new-to-market products and are usually costly. Don't put the whole burden on your distributors' shoulders, but show your support on market campaigns. A win-win situation can inspire your distributors to continue expanding into the market. Exporters are strongly advised to explore joint marketing opportunities with ATOs or with State and Regional Trade Groups: Food Export USA, SUSTA, and WUSATA. These events tend to be cost effective and draw more attention than stand-alone promotions. Please check out the following websites to learn more about SRTG generic and branded programs: [www.susta.org](http://www.susta.org), [www.wusata.org](http://www.wusata.org), [www.feusa.org](http://www.feusa.org).
- Protect your brand. For U.S. manufacturers seeking to distribute their products in China, especially consumer retail goods, registering the trademark in the China Trade Mark Office (CTMO) as early as possible is highly recommended. This prevents infringement and builds long-term brand reputation. Here are some tips to understand trademark policy in China.
  - China implements a “first-to-file” policy for trademark registration. The first-to-file system, unlike the first-to-invent rule which the U.S. follows, grants patents or trademarks to those who file for them first, whether or not they are the inventors of the product. Therefore, it is essential for U.S. exporters to register trademarks in China before entering the market to diminish the risk of someone else registering for a trademark for your product. U.S exporters are also recommended to start the registration process as early as possible since it may take up to two years. The trademark will not be recognized or protected in China until the whole procedure is finished.
  - The most common infringement issue is misleading claims about a product's origin. For example, products produced in China are labeled or advertised to appear as though they come from the United States or other foreign countries. Highly recognized brands and unregistered trademarks are in most danger of counterfeiting trademarks. For more information about trademark infringement in China, please read GAIN report “China IPR Infringement Study- CH10016”.
  - The China Trade Mark Office (CTMO) is the official agent managing all trademark-related issues in China. The official website is <http://sbj.saic.gov.cn/> where U.S. exporters can find a database of current trademarks and trademark regulations and policies. All foreign applicants without residency or place of business in China need to start the application through designated agencies. For qualified trademark agencies, please refer to [http://sbsq.saic.gov.cn:9080/tmoas/agentInfo\\_getAgentDljg.xhtml](http://sbsq.saic.gov.cn:9080/tmoas/agentInfo_getAgentDljg.xhtml). This list is only available in Chinese currently.
  - For more China trademark and Intellectual Property Rights information, please see the U.S. Embassy's [IPR Handbook](#).

#### **4. Export Information Guide**

Due to the language barrier and lack of transparency, navigating the appropriate regulations and procedures can be difficult. Some effective methods and guidelines regarding exporting from the U.S. to China are introduced below.

##### A. Regulation & Policy

### *On the U.S. Side*

USDA provides updated information to help U.S. exporters understand trade regulation and policies related to major trade partners. Here are some places to look for relevant information:

- 1) In order to take full advantage of USDA's website, exporters are suggested to obtain a USDA eAuthentication account with at least level 1 access. Check this URL for registration information:  
<https://www.eauth.usda.gov/MainPages/eauthWhatIsAccount.aspx>
- 2) USDA's Foreign Agricultural Service (FAS) links U.S. agriculture to the world to enhance export opportunities and global food security. FAS has a strong presence in China and each office's American and locally staff can help identify problems, provide practical solutions, and work to advance opportunities for U.S. exporters. At the URL <http://www.fas.usda.gov/about-fas>, click [FAS Overseas Office Directory](#) to locate the regional FAS office in your customer region.
- 3) USDA's Global Agriculture Information Network (GAIN) provides timely information on the agricultural economy, products, and issues in foreign countries. FAS China continuously collects information from the local market, industry, and governmental authorities regarding import regulations and policies. Using this information, FAS China generates and uploads reports into the GAIN system.

There are two ways to review GAIN reports:

- At the URL, <http://www.fas.usda.gov/regions/china>, in the Data & Analysis section, click a title to open an article. On the next page, the GAIN report hyperlink will be below the article summary. Using this method, exporters can see the latest published reports.
  - At the URL, <http://gain.fas.usda.gov/Pages/Default.aspx>, click Search Reports, set your search to select "Country: China", "Custom Date", "All Posts" and "All Categories" and input key words such as "Annual", "FAIRS", "EXPORT". Using this method, exporters can search all reports in the database.
  - Some must-read GAIN reports:
    - a) Read the "**FAIRS Export Certificate Report - Food and Agricultural Import Regulations and Standards.**" This report lists major export certificates required by the Chinese government for imports of food and agricultural products.
    - b) Read the "**FAIRS Country Report - Food and Agricultural Import Regulations and Standards**" report. This report is an index of all agricultural product import regulations and standards.
- 4) FAS provides easy access to existing trade agreements and those undergoing negotiations. At the URL, <http://www.fas.usda.gov/topics>, click Trade Policy.
  - 5) FAS alerts U.S. exporters to changes that could affect U.S. exports. At the URL, <http://www.fas.usda.gov/topics>, click Regulations and Requirements, then click "Online System", and finish the registration process with your valid **USDA eAuthentication account**.



- 6) FAS/China publishes a monthly e-newsletter highlighting recent and upcoming activities and events. Sign up for it by sending an email to [atoshanghai@fas.usda.gov](mailto:atoshanghai@fas.usda.gov).
- 7) APHIS plays a vital role in ensuring that the millions of U.S. agricultural and food products shipped to markets abroad meet the importing countries' entry requirements. U.S exporters can find very detailed information about the standards required to export live animals, animal products, plants, and plant products to China.
  - At the URL, <https://www.aphis.usda.gov/wps/portal/aphis/ourfocus/importexport>, according to your exporting product, click “What are you EXPORTING from the United States?”
  - At the URL, <https://www.aphis.usda.gov/wps/portal/aphis/ourfocus/importexport>, click “Trade” to read news about the latest developments in market access building, including in China.
- 8) USDA FSIS also provides detailed guidelines on eligible and ineligible food products exporting to China at the URL, <http://www.fsis.usda.gov/wps/portal/fsis/topics/international-affairs/exporting-products/export-library-requirements-by-country/peoples-republic-of-china>

### ***On the China Side***

China has strict documentation requirements for the majority of imported food and agricultural products regarding quality, quarantine, origin, and import control. Products may also need to meet other criteria such as packaging requirements, pre-clearance (if applicable), treatment options, labeling requirements, and container conditions. In most cases, Chinese importers can provide enough information for U.S exporters to assess trade feasibility. It is also important and helpful for U.S. exporters to know some general information about the most involved government bodies, which are China’s Ministry of Agriculture (MOA) and the General Administration of Quality Supervision, Inspection and Quarantine of the People's Republic of China (AQSIQ).

- **China’s Ministry of Agriculture (MOA)** determines the standards and requirements for imported agricultural products. MOA issues the import permit which is the most important precondition for Chinese traders to start the importation procedure.
  - ✓ At the URL, <http://english.agri.gov.cn/>, U.S. exporters should browse the site’s general content and use the search engine to look for news and standards for the relevant products. Be aware that sometimes MOA does not publish the most up-to-date changes on regulations and policies on the English version of its website. U.S. exporters will be alerted to these changes by their partners in China and U.S. resources such as USDA, industrial associations, etc.
- **General Administration of Quality Supervision, Inspection and Quarantine of the People's Republic of China (AQSIQ)** is a ministerial-level department under the State Council of the People's Republic of China. AQSIQ is in charge of national quality, metrology, entry-exit commodity inspection, entry-exit health quarantine, entry-exit animal and plant quarantine, import-export food safety, certification and accreditation, standardization, and administrative law enforcement. Simply speaking, AQSIQ is responsible for inspecting and supervising the import of ANY agricultural products from foreign countries including United States. Unfortunately, AQSIQ’s website may not be user-friendly for exporters to understand relevant regulation and

policy. Using the same key word, the search engine on its English website will return far fewer results than the one on the Chinese website. If possible, exporters should search for specific regulations on the Chinese website to find the most precise information. Two sections are highly valuable for U.S. exporters.

- ✓ At the URL, <http://www.aqsiq.gov.cn/ywpd/>, click “Animal and plant quarantine and supervision (动植物检验检疫)”. In this section, U.S. exporters will find quarantine regulations for animals and animal products, plants and plants products, feed and feed additive products, and GMO products.
- ✓ At the URL, <http://www.aqsiq.gov.cn/ywpd/>, click “Import and Export Food Safety Bureau (进出口食品安全局)”. In this section, U.S. exporters will find registered importer list for food products including processed food product, nuts, dairy and meat. Exporters would also find respective quarantine regulation for those products.

- **China’s National Certification and Accreditation Administration (CNCA)** is an institution directly under the AQSIQ. It exercises the administrative responsibilities of unified management, supervision and overall coordination of certification and accreditation activities across the country. CNCA is responsible for registration of foreign food producing facilities (AQSIQ Decree 145) that export products to China, and the administration of the compulsory product certification system and its implementation.

- **China Food and Drug Administration (CFDA)** is the food safety overseer in China; its responsibilities include:

- ✓ Develops draft laws/regulations/ policies/plans for oversight of food, drugs, medical devices and cosmetics
- ✓ Recalls and disposes of problematic products;
- ✓ Prevents regional food and drug safety risks caused by system defects;
- ✓ Conducts food inspection, and investigates into severe law violations activities;
- ✓ Establishes a unified food safety information publicity system, which discloses information regarding severe food safety issues
- ✓ Responds/investigates into food and drug safety incidents; CFDA makes sure the investigation results are followed by rectification measures and/or punishment;
- ✓ Guides local authorities’ food and drug supervision/enforcement work;
- ✓ Serves as the coordinator when several ministries are involved in food safety incident.

- **The Food Safety Commission Office (FSCO)** rests within the CFDA and serves as the coordinator when several ministries are involved in responding to food safety issues. However, the FSCO does not have enforcement authority.

- **National Health and Family Planning Commission (NHFPC)** is responsible for food safety risk assessment and food safety standard development; it conducts food risk surveillances, and would notify the CFDA of risks detected after risk assessment. This includes setting basic standards, standards for foods, food additives and food-related products (disinfectants), hygienic requirements for food production/operations, and testing

regulations and methodologies for contaminants, mycotoxins, and pathogens. NHFPC also conducts food risk surveillance, and is responsible for notifying the CFDA of any detected risks.

USDA FAS has translated some of the most important regulations and policies published by these entities. In the GAIN system, you can find these by searching “**FAIRS Subject Report**”. A list of such reports published in 2015 is in the Appendix to this report.

#### B. Export Procedures

The points outlined below provide specific information for handling agricultural trade and business with Chinese customers.

- 1) After receiving a trade request from Chinese importers, make sure that you can export that type of product and that your local customer can import it legitimately.
  - Check online to see if this product is already traded between the two countries and learn as much as possible about the current trade situation.
  - If it is the first time for a specific agricultural product exported to China, the U.S. exporter must go through USDA to finish the “First time exporting ag products to China” application. It is a long process involving back and forth negotiation.  
[http://dzwjyjs.aqsiq.gov.cn/zwgk/slaq/jjsljtjj/zrmd/201109/t20110922\\_198927.htm](http://dzwjyjs.aqsiq.gov.cn/zwgk/slaq/jjsljtjj/zrmd/201109/t20110922_198927.htm)
  - For many types of imported products, China implements registration policies requiring the importer, exporter, and sometimes even the processing facilities to register with the relevant Chinese authorities such as AQSIQ or MOA. Chinese importers can generally inform U.S. exporters whether or not the requested product requires registration. U.S. exporters must complete registration the first time they wish to export one of these products to China. There are many registration agencies available online to help exporters go through the whole process. Exporters can also consult with USDA FAS and industry associations.
- 2) China is promoting its own enterprise credibility system. U.S. exporters can use this system to gather basic official information about importers: <http://gsxt.saic.gov.cn/>.
- 3) Ask importers to provide the precise HS code in accordance with China Customs. These codes allow the exporter to locate the import tariff and prepare the necessary paperwork for customs, especially for quarantine inspection. Read about China's Customs Valuation Operation:  
<http://apps.fas.usda.gov/gainfiles/200812/146306714.pdf>,
- 4) If the Chinese importer cannot accept 100% TT payment, the most secure method of payment is partial TT payment as a deposit and a letter of credit confirmed by a U.S. bank for the rest.
- 5) When sending samples to China, be aware that some items such as animals, plants, wood, seeds, and soil cannot ship via international express services. Moreover, samples are subject to tariffs. If the total value of any package is claimed at over USD \$2,500, it will be likely investigated by China customs and the importer will have to pay the tariff eventually. Check with major forwarders in advance for feasibility and freight cost, which may vary considerably from forwarder to forwarder. U.S. exporters may be qualified for partial

reimbursement for the cost of shipping samples to China. See paragraph 2 in Section C below, “More Supporting Resources”, for more information.

- 6) Recognize that quarantine regulations may be interpreted differently between levels of government and from one port to another. Check with your local customer or in-country agent representative when preparing export documents. Be sure to complete all documentation thoroughly and accurately.
- 7) Send copies of documentation in advance especially for first-time shipments. This can assist your importer in getting timely release of your cargo from customs and clarifying matters with quarantine officials.
- 8) After the cargo arrives, be active with your customer and provide timely responses for any issues during the Customs and Quarantine inspection process. With the Bill of Lading number, the exporter can track customs clearing status: <http://www.customs.gov.cn/publish/portal0/tab9372/>.

### C. More Supporting Resources

- 1) There are many U.S industry associations, state agricultural offices, and international trading marketing companies in China now promoting U.S. agricultural products and providing market intelligence to U.S exporters. Most of them are listed in the Key Contacts section. For a complete list of USDA Cooperator Market Development Program Participants, please refer to <http://apps.fas.usda.gov/pcd/PartnersSearch.aspx>
- 2) USDA FAS provides many programs to help U.S. exporters explore the China market:
  - [Market Access Program \(MAP\)](#) - Through the MAP, FAS partners with U.S. agricultural trade associations, cooperatives, state and regional trade groups, and small businesses to share the costs of overseas marketing and promotional activities that help build commercial export markets for U.S. agricultural products and commodities.
    - [Branded Program](#) - Under the Branded Program, eligible companies can be reimbursed up to 50% of their approved promotional expenditures in a foreign market including advertising and freight cost of samples. This program is generally administered by the four [State Regional Trade Groups \(SRTGs\)](#) with support from USDA FAS.
  - [Quality Samples Program \(QSP\)](#) - The QSP enables potential customers around the world to discover the quality and benefits of U.S. agricultural products. The program focuses on processors and manufacturers rather than consumers, and QSP projects should benefit an entire industry or commodity rather than a specific company or product. Projects should focus on developing a new market or promoting a new use for the U.S. product.
  - [Emerging Markets Program \(EMP\)](#) – The EMP helps U.S. organizations promote exports of U.S. agricultural products to countries that have, or are developing, market-oriented economies and that have the potential to be viable commercial markets. The EMP supports exports of generic U.S. agricultural commodities and products, meaning projects that endorse or promote branded products or specific companies are not eligible.
  - For more information about each program, please refer to <http://www.fas.usda.gov/programs>.

- 3) Find the schedule of USDA recommended trade shows and Trade Missions at <http://www.fas.usda.gov/topics>, in the Exporting section. At these events, U.S. exporters have opportunities to meet with many qualified Chinese importers and learn about the latest market developments.
- 4) Communicating with your logistics companies and customs clearance agents helps U.S. exporters collect information about quarantine inspection requirements, freight costs, port status, early warning, and other supporting information.

### **III. Market Sector Structure and Trends**

Search the GAIN system for the most recent reports on China's market segments and trends, which includes annual reports on "Retail Foods", "Food Service – Hotel Restaurant Institutional" and "Food Processing Ingredients".

The ATOs can also recommend a number of free industry newsletters, online news feeds, and social media accounts for you to receive instantaneous updates specific to your product.

## **IV. Best High-Value Product Prospects**

### Products Present in the Market, which have Good Sales Potential

- ✓ Nuts and dried fruit (prunes, raisins)
- ✓ Seafood (especially live seafood)
- ✓ Poultry meat
- ✓ Red meat (U.S. beef and related products are currently not permitted entry into China)
- ✓ Frozen vegetables (especially sweet corn)
- ✓ Infant formula
- ✓ Baby food
- ✓ Dairy products (cheese and butter)
- ✓ Baking ingredients and bread bases
- ✓ Cereals
- ✓ Frozen potato products
- ✓ Fresh fruit (oranges, apples, especially cherries)
- ✓ Premium ice cream
- ✓ Wine and spirits

### Products Not Present in Significant Quantities, which have Good Sales Potential

- ✓ Fresh fruit (plums, pears)
- ✓ Processed/dried fruit (blueberries, cranberries)
- ✓ Ready-to-cook and ready-to-eat foods
- ✓ Natural and organic foods (niche market)
- ✓ Functional foods

## V. Key Contacts & Further Information

The following tables provide information on key contacts in China.

**Table 1: United States Department of Agriculture in China**

| Organization name   | Address/Post code  | Telephone/Fax<br>E-mail /URL   |
|---|--|--|
| Foreign Agricultural Service,<br>Office Of Agricultural Affairs,<br>Beijing | U.S. Embassy, Beijing, No. 55 An Jia Lou Rd.,<br>Beijing, China, 100600  | Tel: (86-10) 8531-3600<br>Fax: (86-10) 8531-3636<br><a href="mailto:AgBeijing@fas.usda.gov">AgBeijing@fas.usda.gov</a><br><a href="http://www.usdachina.com">www.usdachina.com</a>         |
| Agricultural Trade Office, Beijing  | U.S. Embassy, Beijing, No. 55 An Jia Lou Rd.,<br>Beijing, China, 100600  | Tel: (86-10) 8531-3950<br>Fax: (86-10) 8531-3974<br><a href="mailto:ATOBeijing@fas.usda.gov">ATOBeijing@fas.usda.gov</a><br><a href="http://www.usdachina.com">www.usdachina.com</a>       |
| Agricultural Trade Office,<br>Shanghai                                      | U.S. Consulate General Shanghai, Shanghai<br>Centre, Suite 331, 1376 Nanjing West Road,<br>Shanghai, China, 200040 | Tel: (86-21) 6279-8622<br>Fax: (86-21) 6279-8336<br><a href="mailto:ATOShanghai@fas.usda.gov">ATOShanghai@fas.usda.gov</a><br><a href="http://www.usdachina.com">www.usdachina.com</a>     |
| Agricultural Trade Office,<br>Guangzhou                                     | 43 Hua Jiu Road, Zhujiang New Town Tianhe<br>District Guangzhou, China, 510623                                     | Tel: (86-20) 3814-5000<br>Fax: 3814-5310<br><a href="mailto:ATOGuangzhou@fas.usda.gov">ATOGuangzhou@fas.usda.gov</a><br><a href="http://www.usdachina.com">www.usdachina.com</a>           |
| Agricultural Trade Office,<br>Chengdu                                       | Suite 1222, Western Tower No.19, 4th Section<br>Renminnan Road, Chengdu, China, 610041                             | Tel: (86-28)8526-8668<br>Fax: (86-28)8526-8118<br><a href="mailto:ATOChengdu@fas.usda.gov">ATOChengdu@fas.usda.gov</a><br><a href="http://www.usdachina.com">www.usdachina.com</a>         |
| Agricultural Trade Office,<br>Shenyang                                      | Suite 1903, North Media Building, No.167 Qing<br>Nian street, Shenhe District Shenyang, Liaoning<br>China, 110014  | Tel: (86-24)2318-1380 2318-<br>1338<br>Fax: (86-24)2318-1332<br><a href="mailto:ATOShenyang@usda.gov">ATOShenyang@usda.gov</a><br><a href="http://www.usdachina.com">www.usdachina.com</a> |
| Animal And Plant Health<br>Inspection Service, Beijing<br>(USDA/APHIS)      | U.S. Embassy, Beijing, No. 55 An Jia Lou Rd.,<br>Beijing, China, 100600  | Tel: (86-10) 8531-3030;<br>Fax: (86-10) 8531-3033<br><a href="http://www.usdachina.com">www.usdachina.com</a>  |



**Table 2: U.S. State / City Representative Offices in China (by Location)**

| State/Port/City, Location   | Address/Post code  | Telephone/Fax<br>Email/URL   |
|---|--|--|
| <b>BEIJING</b>  |  |  |
| State of Alaska, Beijing  | A610, 39 East 4th Ring Road Middle<br>Chaoyang District, Beijing, China, 100025                                | Tel: (86-10) 8591-2130/2131<br>Fax: (86-10) 8591-2132<br><a href="mailto:ywang54@263.net.cn">ywang54@263.net.cn</a>  |
| State of Hawaii DBEDT, Beijing  | 616, Tower A, COFCO Plaza<br>8 Jianguomennei Ave, Beijing, China, 100005                                       | Tel: (86-10) 6527-7530<br>Fax: (86-10) 6527-7531<br><a href="mailto:gordon@optimy.co">gordon@optimy.co</a><br><a href="mailto:flora@optimy.co">flora@optimy.co</a>   |
| Indiana Economic Development Corporation,<br>Greater China Office, Beijing  | No.1111, Level 11,China World Office 1,No.1<br>Jianguomenwai Ave, Chaoyang District, Beijing, China,<br>100004 | Tel: (86) 138-1002-8587<br><a href="mailto:Michael.wang@starrcompanies.com">Michael.wang@starrcompanies.com</a>  |
| Iowa Economic Development Authority,China<br>Office, Beijing  | Unit 1701, 17/F, Hyundai Motor Tower, No. 38 Xiaoyun<br>Road, Chaoyang District, Beijing, China, 100027        | Tel: (86-10) 6410-8430<br>Fax: (86-10) 6410-8581<br><a href="mailto:john@repiowachina.com">john@repiowachina.com</a><br><a href="mailto:wendy@repiowachina.com">wendy@repiowachina.com</a><br><a href="http://www.iowalifechanging.com/business">www.iowalifechanging.com/business</a>   |
| Commonwealth of Massachusetts China<br>Office, Beijing  | 5/F, Tower B, No. 2 Zhonghuan South Road, Wangjing,<br>Chaoyang District,Beijing, China 100102                 | Tel: (86-10) 8472-1382<br>Fax: (86-10) 8472-1210<br><a href="mailto:danielding@masschinaoffice.com.cn">danielding@masschinaoffice.com.cn</a>   |
| <ul style="list-style-type: none"> <li>Commonwealth of Pennsylvania</li> <li>Department of Community &amp; Economic<br/>Development, Beijing</li> </ul> | Suite 1005, No. 16 Guangshuan Avenue South,<br>Wangjing, Chaoyang District, Beijing, China, 100102             | Tel: (86-10) 8476-3883<br>(86) 1360-105-3235<br>Fax: (86-10) 8476-3883<br><a href="mailto:anniew@sino-pa.com.cn">anniew@sino-pa.com.cn</a><br><a href="mailto:stevencz@sino-pa.com.cn">stevencz@sino-pa.com.cn</a><br><a href="http://www.sino-pa.com.cn">www.sino-pa.com.cn</a>   |
| Tennessee China Development Center, Beijing   | Suite 337, Building 7, No. 6 Xiaoliangmaqiao West Road,<br>Chaoyang District, Beijing, China, 100125           | Tel: (86-10) 6410-7318<br>(86) 135-8169-7716 Lydia<br>(86) 134-2629-7882 Une<br>Fax: (86-10) 6410-7318<br><a href="mailto:info@tn-china.cn">info@tn-china.cn</a><br><a href="http://www.tn-china.cn">www.tn-china.cn</a>   |
| <b>SHANGHAI</b>   |  |  |
| Arkansas Economic Development Commission<br>China Office  | Suite 2661, New Town Mansion, No. 83 Loushanguan<br>Road, Shanghai, China, 200336                              | Tel: (86-21) 3133-2661<br>(86) 135-0119-2580<br>Fax: (86-21) 3133-2686<br><a href="mailto:lliu@arkansasedc.com">lliu@arkansasedc.com</a><br><a href="http://www.arkansasedc.com">www.arkansasedc.com</a>   |
| California China Office of Trade and<br>Investment / Bay Area Council   | Suite 905, No. 333 Songhu Road, Yangpu District,<br>Shanghai, China, 200433                                    | Tel: (86-21) 3518-3691<br>(86) 1582-103-0820 Jennifer<br>(86) 135-2475-0067 Tony<br><a href="mailto:jzhou@bayareacouncil.org">jzhou@bayareacouncil.org</a><br><a href="mailto:twang@cachinatrade.org">twang@cachinatrade.org</a><br><a href="http://www.cachinatrade.org">www.cachinatrade.org</a><br><a href="http://www.bayareacouncil.org">www.bayareacouncil.org</a> |
| Columbus, Ohio  | 22nd Floor, Suite B, 1800 Zhongshan West Rd. Shanghai,<br>China, 200235  | Tel: (86-21) 6440-0990<br><a href="mailto:matthew.koon@tractus-asia.com">matthew.koon@tractus-asia.com</a>   |
| Enterprise Florida, Shanghai Office   | Platinum Tower Unit 301-303, 233 Taicang Road,<br>Shanghai, China, 200235                                      | Tel: (86-21) 5298-4668 ext. 226<br>(86) 188-5737-0626<br><a href="mailto:cfu@apcworldwide.com">cfu@apcworldwide.com</a>  |
| Georgia Port Authority  | Suite A2-A3, Floor 19th, Yangpu Commercial Building,<br>5 Anshan Road, Shanghai, China, 200092                 | Tel: (86-21) 5508-3967<br>(86) 1370-176-5868<br>Fax: (86-21) 5521-0877<br><a href="mailto:cyou@gaports.com">cyou@gaports.com</a><br><a href="http://www.gaports.com">www.gaports.com</a>   |
| State of Idaho, China Office  | Rm. 203, No. 35 Yongjia Road, Shanghai China, 200020   | Tel: (86-21) 6473-0881<br>Fax: (86-21) 3226-2978<br><a href="mailto:taraqu@idahochina.org">taraqu@idahochina.org</a><br><a href="http://www.idahochina.org">www.idahochina.org</a>   |
| State of Illinois, China Office   | Suite 631 Shanghai Centre<br>1376 Nanjing West Road<br>Shanghai 200040, China, 200030                          | Tel: (86-21) 6279-7038<br>(86) 1391-635-3725<br>Fax: (86-21) 6279-7607<br><a href="mailto:chinaoffice@ilchinaoffice.com">chinaoffice@ilchinaoffice.com</a>   |
| Maryland Center China, Shanghai   | Suite A401, Tomorrow Square<br>399 W. Nanjing Road, Shanghai, China, 200003                                    | Tel: (86-21) 2308-1188<br>Fax: (86-21) 2308-1199   |

|  |  |   |
|--|--|---|
|  |  | <a href="mailto:maywang@mccusa.org">maywang@mccusa.org</a><br><a href="http://www.mccusa.org">www.mccusa.org</a>  |
| Michigan China Center, Shanghai                                    | Suite A409, Tomorrow Square, 399 W. Nanjing Road, Shanghai, China, 200003                    | Tel: (86-21) 2308-1037<br>Fax: (86-21) 2308-1199<br><a href="mailto:juliezhang@mccusa.org">juliezhang@mccusa.org</a>  |
| Minnesota China Center, Shanghai                                   | Suite A408, Tomorrow Square, 399 W. Nanjing Road, Shanghai, China, 200003                    | Tel: (86-21) 2308-1188<br>Fax: (86-21) 2308-1199<br><a href="mailto:mcc@mccusa.org">mcc@mccusa.org</a>  |
| State of Mississippi, Shanghai                                     | Suite 1003, Holiday Inn Office Tower, 233 Taicang Road, Shanghai, China, 200021              | Tel: (86-21) 6867-1005<br>(86) 1381-755-5575<br><a href="mailto:paul.swenson@thechinahand.com">paul.swenson@thechinahand.com</a><br><a href="http://www.thechinahand.com">www.thechinahand.com</a>  |
| State of Missouri, Shanghai  | Suite 301 - 303, Platinum Tower, 1376 Nanjing West Road, Shanghai, China, 200040             | Tel: (86-21) 5298-4668 ext. 236<br>(86) 186-1699-0520<br><a href="mailto:eyang@apcworldwide.com">eyang@apcworldwide.com</a>   |
| State of New Jersey  | 22nd Floor, Suite B, 1800 Zhongshan West Rd, Shanghai, China, 200235                         | Tel: (86-21) 6440-0990<br><a href="mailto:matthew.koon@tractus-asia.com">matthew.koon@tractus-asia.com</a>  |
| State of New York  | 22nd Floor, Suite B, 1800 Zhongshan West Rd, Shanghai, China, 200235                         | Tel: (86-21) 6440-0990<br><a href="mailto:matthew.koon@tractus-asia.com">matthew.koon@tractus-asia.com</a>  |
| State of North Carolina China Office                               | Suite 6C, 6/F, 567 Weihai Road, Shanghai, China, 200040                                      | Tel: (86-21) 6256-6024<br>(86) 189-1715-7463<br>Fax: (86-21) 6256-6024<br><a href="mailto:rong@nc-asia.com">rong@nc-asia.com</a><br><a href="http://www.nc-asia.com">www.nc-asia.com</a>  |
| Oregon Greater China Office  | Suite 1003, Holiday Inn Office Tower, 899 Dong Fang Road, Shanghai, China, 200122            | Tel: (86-21) 6867-1005<br>(86) 1381-755-5575<br><a href="mailto:paul.swenson@thechinahand.com">paul.swenson@thechinahand.com</a><br><a href="http://www.thechinahand.com">www.thechinahand.com</a>  |
| State of South Carolina, China Office                              | 7/F, Building 1, No. 1178 Beidi Road, Shanghai, China, 200335                                | Tel: (86-21) 5054-0116<br>(86) 1381-611-8956 John<br>(86) 185-0213-3366 Cindy<br>Fax: (86-21) 5054-0117<br><a href="mailto:jling@commerce.state.sc.us">jling@commerce.state.sc.us</a><br><a href="mailto:cndipi@hotmail.com">cndipi@hotmail.com</a><br><a href="http://www.scommerce.com">www.scommerce.com</a> |
| San Francisco Center for Economic Development                      | N/A  | Tel: (86) 185-1639-3577<br><a href="mailto:njanssen@sfcged.org">njanssen@sfcged.org</a>   |
| Virginia Department of Agriculture and Consumer Services, Shanghai | Suite 1001, 3456 Pudong Road South Shanghai, China, 200125                                   | Tel: (86-21) 5013-9235<br>(86) 1350-160-2991<br><a href="mailto:akang@vit.org">akang@vit.org</a><br><a href="http://www.vit.org">www.vit.org</a>  |
| Virginia Economic Development Partnership China Office             | Suite 3081, 3F, Silver Court Tower 85 Taoyuan Road, Huangpu District Shanghai, China, 200021 | Tel: (86-21) 6157-7305<br>(86) 135-0171-8928<br><a href="mailto:oqin@yesvirginia.org">oqin@yesvirginia.org</a><br><a href="http://www.yesvirginia.org">www.yesvirginia.org</a>  |
| Washington State Dept of Agriculture                               | Room 2301, Building No. 5 588 Jiangzhou Road, Shanghai, China, 200025                        | Tel: (86-21) 5228-02659<br>Fax: (86-21) 6217-9038<br><a href="mailto:ihaidong@163.net">ihaidong@163.net</a>   |
| Greater Washington, DC, China Center                               | Suite A402, Tomorrow Square, 399 Nanjing Road West, Shanghai, China, 200003                  | Tel: (86-21) 2308-1188<br>Fax: (86-21) 2308-1199<br><a href="mailto:dccc@dcenterchina.org">dccc@dcenterchina.org</a><br><a href="http://www.dcenterchina.org">www.dcenterchina.org</a>  |
| <b>CHONGQING</b>   |  |   |
| City of Sacramento Trade & Education Office                        | Floor 3, Waijingmao Building, 65 Jianxin North Road, Chongqing, China.                       | Tel: (86-23) 6769-8833<br>(86) 139-2377-0073<br><a href="mailto:ayung@cityofsacramento.org">ayung@cityofsacramento.org</a>  |

**Table 3: U.S Trade Association and Cooperator Groups in China**

| Organization name   | Address   | Telephone/Fax/Email  |
|---|---|--|
| <ul style="list-style-type: none"> <li>Alaska Seafood Marketing Institute</li> <li>American Pistachio Growers California Prune Board</li> <li>Food Export Association Of The Mid-west USA</li> <li>Food Export North East USA</li> <li>Southern United States Trade Association</li> <li>Sunkist Growers</li> <li>Western United States Agri-trade Association</li> </ul> | SMH: Shanghai Sheng Ming Industrial Co. Ltd;<br>Room 2013-2014, 2 IFC 2, 8 Century Avenue,<br>Putong, shanghai, China, 200040 | Tel: (86-21)6888-9835/ 6888-9836<br>(86) 139-0184-6680 Robin Wang<br>(86)136-0187-3080 Roger<br>Fax: (86-21)5877-5839<br><a href="mailto:Smh-shanghai@163.com">Smh-shanghai@163.com</a>  |
| <ul style="list-style-type: none"> <li>American Legend Cooperative</li> <li>California Walnut Commission</li> <li>National Association of State Department of Agriculture</li> <li>Pet Food Institute</li> <li>U.S. Apple Export Council</li> </ul>   | Room 1507, flat B, no.311 Siping road,<br>Shanghai, China, 200086   | Tel: (86-21)5515-5310<br>Fax: (86-21)6521-6949<br><a href="mailto:barbara@leesmarket.net.cn">barbara@leesmarket.net.cn</a>   |
| <ul style="list-style-type: none"> <li>Brewers Association</li> <li>Food &amp; Agriculture Export Alliance</li> <li>National Pecan Growers Council</li> <li>Produce Marketing Association</li> <li>U.S. Cranberry Marketing committee</li> </ul>  | Room 1406, Block B, no. 311, Siping Road,<br>Shanghai, China, 200081  | Tel: (86-21) 6521-6751<br>86) 133-3183-6502<br>Fax: (86-21) 6521 3459<br><a href="mailto:info@mzmc.com.cn">info@mzmc.com.cn</a>  |
| <ul style="list-style-type: none"> <li>Ginseng Board of Wisconsin, Inc</li> <li>Raisin Administrative Committee</li> <li>US Dairy Export Council</li> <li>US Potato Board</li> <li>U.S. Rice Federation</li> </ul>  | PR Consultants Ltd<br>Room 436, Shanghai Center, 1376 Nanjing Xi<br>Lu, Shanghai, China, 200040                               | Tel: (86-21)6319-0668<br><a href="mailto:Prc@prcon.com">Prc@prcon.com</a><br><a href="mailto:sh@prcon.com">sh@prcon.com</a><br><a href="mailto:Danielc@prcon.com">Danielc@prcon.com</a>  |
| <ul style="list-style-type: none"> <li>California Cherry Advisory Board</li> <li>Northwest Cherry Growers</li> <li>Washington Apple Commission</li> </ul>   | Rm.2301, Block 4, No. 588 Jiaozhou Road,<br>Shanghai, China, 200040   | Tel: (86-21) 5228-0659<br>(86-21) 5228-2891<br><a href="mailto:Liyan1_@163.com">Liyan1_@163.com</a><br><a href="mailto:Roger_apple@163.com">Roger_apple@163.com</a>  |
| <ul style="list-style-type: none"> <li>California Table Grape Commission</li> <li>Pear Bureau Northwest</li> </ul>  | Room 1305, Guo Li Building, No. 1465 Beijing<br>Rd. (West), Shanghai, China, 200040   | Tel: (86-21) 6247-3840<br>(86-21) 6247-3841<br>(86-21) 6287-3713<br>(86) 155-0757-2961 Mr.<br>Louis Ng<br>Fax: (86-21)62473448<br><a href="mailto:nwlhk@netvigatort.com">nwlhk@netvigatort.com</a><br><a href="mailto:inash@sh163.net">inash@sh163.net</a> |
| Almond Board Of California  | N/A   | Tel: (86-21)6193 7595<br>(1) 209 -343-3250<br>Fax: (86-21)6193 7566<br>(1) 209-549-8267<br><a href="mailto:Cecilia.miao@edelman.com">Cecilia.miao@edelman.com</a>  |
| American Softwoods  | Room 805, Wellington Garden, Tower 3, 183<br>Huahaixi road, shanghai, china 200030  | Tel: (86-21) 6448-4408<br>(86) 139-0187-9678 Mr. Xu Fang<br><a href="mailto:xu_fang@wg-consulting.net">xu_fang@wg-consulting.net</a>   |
| American Hardwood Export Council  | Rm.3703,Bldg., 1st, Great Grandway Center,<br>No.1 Hong Qiao Rd., Shanghai,China, 200040                                      | Tel: (86-21) 6270-2222x316<br>Fax: (86-21) 6270-5555<br><a href="mailto:John.chan@ahec-china.org">John.chan@ahec-china.org</a><br><a href="mailto:jenny.shen@ahec-china.org">jenny.shen@ahec-china.org</a>   |
| American Wool Council   | 156 Tongji Xincun, Suite 401, Shanghai, China,<br>200081  | Tel: (86-21) 6502-3824<br>(86) 13601967796<br><a href="mailto:kitty.shanghai@gmail.com">kitty.shanghai@gmail.com</a><br><a href="mailto:kitty.shanghai@vip.163.com">kitty.shanghai@vip.163.com</a>   |

|                                       |   |  |
|---------------------------------------|---|--|
| APA – The Engineered Wood Association | <i>Shanghai Office</i><br>Room 605,NO 333,South SuZhou Road, HuangPu Distrct, Shanghai                            | Tel: 86-21-6329-2558<br>Fax: 86-21-6329-7375   |
|                                       | <i>Chongqing Office</i><br>B-22-3, Gangtian Building, No 192 Zhongshan 2nd Road, Yuzhong District, Chongqing City | Tel: 86-23-6321-4200<br>Fax: 86-23-6353-0958<br>Cell: 86-136-3792-5198 Mr. Mark Chen<br>E-mail: <a href="mailto:chenxiaofeng@vip.163.com">chenxiaofeng@vip.163.com</a>   |
| Blue Diamond Almonds                  | PO Box, No. 11747, General Post Office, Hong Kong   | Tel: (852) 9091-4184<br>Fax: (852) 2661-7282<br><a href="mailto:klui@klconsultants.com.hk">klui@klconsultants.com.hk</a>   |
| California Wine Institute             | Room 1303, Floor 10, Block A, Yanan Road, Shanghai, China, 200235   | Tel: (86-21) 5237-9820<br>Fax:(86-21) 5237-9821<br><a href="mailto:Cberos@calchinawine.com">Cberos@calchinawine.com</a>  |
| Cotton Council International          | 608 East Ocean Center, 24A Jianguomen Wai Street, Beijing , China, 100004   | Tel: (86-10) 6515-5990<br>Fax:(86-10) 6515-7049<br><a href="mailto:yuanhy@yuanassociates.com.cn">yuanhy@yuanassociates.com.cn</a>  |
| Cotton Incorporated                   | Unit 12, 46F Plaza 66, 1266 Nan Jing Road(W), Shanghai, China, 200040   | Tel: (86-21) 6288-0808<br>(86-21) 6288-1666<br>Fax: (86-21) 62886822<br><a href="mailto:Jwang@cottoninc.com">Jwang@cottoninc.com</a>   |
| Hazelnut Growers of Oregon            | N/A   | Tel: (86)186-0218-0915<br>(86)180-1267-8915<br><a href="mailto:Robert_c@foxmail.com">Robert_c@foxmail.com</a>  |
| National Renderers Association, Inc   | 21/F, Causeway, Bay Comm, bldg.,1-5 Suger Street, Causeway Bay, Hong Kong   | Tel: (852) 2890-2529<br>(852) 9860-1007<br>(86)138-0288-5352<br>Fax: (852) 2576-8045<br><a href="mailto:li@nrahongkong.com.hk">li@nrahongkong.com.hk</a><br><a href="mailto:nrahkg@nrahongkong.com.hk">nrahkg@nrahongkong.com.hk</a>                             |
| USA Poultry & Egg Export Council      | Room419, Building A, Heqiao Mansion, No.8A Guanghua Road, Chaoyang District, Beijing, China, 100026               | Tel: (86-10) 6581-1255<br>Fax: (86-10) 6581-2922<br><a href="mailto:bjoffice@usapeec.org.cn">bjoffice@usapeec.org.cn</a>   |
| U.S. Dry Pea And Lentil Council       | No.1800 Zhongshan West Road,22 Floor (A), Shanghai, China, 200235   | Tel: (86-21) 6440-0990<br>Fax: (86-21) 64403173<br><a href="mailto:lucy@tractus-asia.com">lucy@tractus-asia.com</a>  |
| U.S. Grains Council                   | Room 901, China World Tower 2, No. 1 Jianguomenwai Avenue, Beijing, China, 100004                                 | Tel: (86) 10-6505-1314<br>Fax:(86) 10-6505-0236<br><a href="mailto:grainsbj@grains.org.cn">grainsbj@grains.org.cn</a>  |
| U.S. Highbush Blueberry Council       | #810, Bldg.18, North Office Area of Ministry of Agriculture, Chaoyang District, Beijing, China, 100125            | Tel: (86)186-0113-1712<br><a href="mailto:Julia@blueberrytech.org">Julia@blueberrytech.org</a><br><a href="http://www.blueberrytch.org">www.blueberrytch.org</a>   |
| U.S. Meat Export Federation           | Room 1010, Central Plaza, No. 227 Huangpi Bei Lu, Huangpu District, Shanghai, China, 200003                       | Tel: (86-21)6249-4640<br>(86) 18603039038 Mr. Liang Ming<br>Fax: ((86-21)6375-8041<br><a href="mailto:info@usmef.org">info@usmef.org</a><br><a href="mailto:Shanghai@usmef.com">Shanghai@usmef.com</a><br><a href="mailto:mliang@usmef.org">mliang@usmef.org</a> |
| U.S. Soybean Export Council           | Room 1016, China World Office 1, No.1 Jianguomenwai Avenue, Beijing, China, 100004                                | Tel: (86) 10-6505-1830<br>Fax:(86) 10-6505-2201<br><a href="mailto:china@ussec.org">china@ussec.org</a>  |
| U.S. Wheat Associates                 | Room 903, China World Tower 2 , No. 1 Jianguomenwai Avenue, Beijing, China, 100004                                | Tel: (86) 10-6505-1278<br>Fax:(86) 10-6505-5138<br><a href="mailto:infobeijing@uswheat.org">infobeijing@uswheat.org</a>  |

**Table 4: Chinese Government and Related Organizations**

| <b>Organization name</b>   | <b>Address</b>  | <b>Telephone/Fax<br/>Email/URL</b>                            |
|--|---|---|
| Ministry of Agriculture (MOA)  | 11 Nongzhanguan Nanli, Chaoyang District<br>Beijing 100026<br>China | <a href="http://www.moa.gov.cn">http://www.moa.gov.cn</a>     |
| General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ) | No. 9 Madiandonglu, Haidian District<br>Beijing 100088<br>China     | <a href="http://www.aqsig.gov.cn">http://www.aqsig.gov.cn</a> |
| China Food and Drug Administration   | 26 Xuanwumen Xi Da Jie, Xicheng District<br>Beijing, 100053         | <a href="http://www.cfda.gov.cn">http://www.cfda.gov.cn</a>   |
| China's National Certification and Accreditation Administration (CNCA)           | 9A Madian Street, Haidian district, Beijing 100088                  | <a href="http://www.cnca.gov.cn/">http://www.cnca.gov.cn/</a> |
| National Health and Family Planning Commission (NHFPC)                           | 14 Zhichun Road, Beijing, 100088,<br>P.R.China                      | <a href="http://en.nhfpc.gov.cn/">http://en.nhfpc.gov.cn/</a> |

**Table 5: Chinese Associations**

| Organization name                              | Address  | Telephone/Fax<br>Email/URL   |
|--|--|--|
| China Sugar Association                        | Xicheng District, Fu Wai Avenue B 22 , , Beijing, China, 100089  | <a href="http://www.atj_69532.atobo.com.cn">www.atj_69532.atobo.com.cn</a><br><a href="http://www.csa.gov.cn">www.csa.gov.cn</a>   |
| China Food Industry Association                | Haidian District, Pioneer Park 1133A, , Beijing, China,100089  | Tel: (86-10) 5702-6220<br>(86-755) 2580-7955<br>(86-755) 2501-0632<br>Fax: (86-10) 5702-6220<br>(86-755) 2565-2490<br><a href="mailto:baking_zg@126.com">baking_zg@126.com</a><br><a href="http://www.baking-zg.com">www.baking-zg.com</a> |
| China Food and Drug Trade Association          | West Third Ring Road , Haidian District, No. 87, Beijing, China,   | Tel: (86-10) 6279-9188<br>Fax: (86-10) 5116-5199<br><a href="mailto:cfdaorg@126.com">cfdaorg@126.com</a><br><a href="http://www.cfda.org">www.cfda.org</a>   |
| Chinese Nutrition Society                      | Guang An Men Nei Street , Xicheng District, 6th Fenghua Haojing Block A, Unit 5, 16th floor , , Beijing, China,100053                                | Tel: (86-10) 8355-4781<br>Fax: (86-10) 8355-4780<br><a href="mailto:cns@cnsoc.org">cns@cnsoc.org</a>   |
| China Condiment Industry Association           | Fuxing Road, Haidian District, 47 days Jian Business Building 605, Beijing, China,100036   | Tel: (86-10) 5192-1726<br>Fax: (86-10) 5192-1087<br>(86-10) 5192-1960<br><a href="mailto:bangongshi@chinacondiment.com.cn">bangongshi@chinacondiment.com.cn</a>  |
| China Food Additives & Ingredients Association | Outward Avenue A 6 Wantong Center Room 1402 C Block, Beijing, China,100020   | Tel: (86-10) 5979-5833<br>Fax: (86-10) 5907-1335<br>(86-10) 5907-1336  |
| China Green Food Association                   | Haidian District, Institute of South 59, Beijing, China, 100081  | Tel: (86-10) 6219-1431<br>Fax: (86-10) 6219-1431   |
| China National Food Industry Association       | East Pacific the 5 <sup>th</sup> , Fengtai District, Beijing, China, 100073  | Tel: (86-10) 6332-7807<br>(86-10) 6336-6411  |
| China Safe Food Association                    | Zhongguancun South Street , Haidian District, , Beijing, China,100073  | Tel: (86-10) 5721-1998<br>Fax: (86-10) 5721-1998<br><a href="mailto:aqsp_bgs@126.com">aqsp_bgs@126.com</a>   |
| China Heath Food Association                   | Dongcheng District Andingmen Street No. 136, Beijing, China, 100073  | Tel: (86-10) 5662-9287<br><a href="mailto:chjksp@126.com">chjksp@126.com</a><br><a href="http://www.chjksp.org">www.chjksp.org</a>   |
| China Beverage Industry Association            | East Third Ring Road , Chaoyang District, Tianyuan prop Harbour Centre , Block B, Room 1701/1702, Beijing, China,100027                              | Tel: (86-10) 8446-4668<br>Fax: (86-10) 8446-4236<br><a href="mailto:zyx@chinabeverage.org">zyx@chinabeverage.org</a>   |
| China Dairy Industry Association               | Xicheng District, Fu Wai Avenue B 22, Beijing, China, 100073   | Tel: (86-10) 6839-6513<br>Fax: (86-10) 6839-6665<br><a href="mailto:ruzhipin@163.com">ruzhipin@163.com</a><br><a href="http://www.cdia.org.cn">www.cdia.org.cn</a>   |
| China Meat Association                         | Guang An Men Nei Street, Xicheng District, No. 311 Xianglong Business Building Room 615 , Building 2, Fuxingmennei Avenue 45, Beijing, China, 100073 | Tel: (86-10) 5166-1768<br>(86-10) 6609-5157<br>Fax: (86-10) 5166-1769<br><a href="http://www.info-cma.org">www.info-cma.org</a><br><a href="http://www.chinameat.org">www.chinameat.org</a>  |
| China Cotton Textile Association               | Room 419, 12 East Chang An Avenue, Beijing, China, 100742  | Tel: (86-10) 8522-9649<br>(86-10) 85229697<br>Fax: (86-10) 8522-9479<br><a href="mailto:ccta_bgs@126.com">ccta_bgs@126.com</a>   |
| China Organic Food Association                 | No. 110 Wing Road, Beijing, China, 100073  | Tel: (86) 133-3118-8319<br><a href="http://www.yjspvh.com">www.yjspvh.com</a><br><a href="mailto:yjspvh@126.com">yjspvh@126.com</a>  |
| China Vegetable Association                    | Zhongguancun South Street on the 12th Chinese Academy of Agricultural Sciences hospital , Beijing, China, 100073                                     | Tel: (86-10) 8210-5018<br><a href="mailto:cva_clp@sina.com">cva_clp@sina.com</a><br><a href="http://www.cva128.com">www.cva128.com</a>   |

## VI. Appendix

### 1. Key Socio-Economic Indicators (1 US\$ = 6.39 RMB as of November 01, 2015)

#### Population in China

|       | 2013      | 2014      | Change (%) |
|-------|-----------|-----------|------------|
| Total | 1,360,720 | 1,367,820 | 0.5%       |
| Urban | 731,110   | 749,160   | 2.4%       |

Source: China Statistical Yearbook 2015

#### Per Capita Income & Expenditures of Urban Households

|   | 2013 (RMB)      | 2014 (RMB)      | Change (%)   |
|---|-----------------|-----------------|--------------|
| <b>Per Capita Disposable Income of Urban Households</b> | <b>26,955.1</b> | <b>29,381.0</b> | <b>8.9%</b>  |
| -Low Income Quintile (20%)                              | 9,895.9         | 11,219.3        | 13.4%        |
| -Low Middle Income Quintile (20%)                       | 17,628.1        | 19,650.5        | 11.5%        |
| -Middle Income Quintile (20%)                           | 24,172.9        | 26,650.6        | 10.2%        |
| -Middle High Income Quintile (20%)                      | 32,613.8        | 35,631.2        | 9.3%         |
| -High Income Quintile (20%)                             | 57,762.1        | 61,615.0        | 6.7%         |
|   |                 |                 |              |
| <b>Per Capita Expenditure of Urban Households</b>       |                 |                 |              |
| <b>Consumption Expenditure</b>                          | <b>18,487.5</b> | <b>19,968.1</b> | <b>8.0%</b>  |
| -Food, Tobacco and Liquor                               | 5,570.7         | 6,000.0         | 7.7%         |
| <b>Cash Consumption Expenditure</b>                     | <b>14,453.0</b> | <b>16,690.6</b> | <b>15.5%</b> |
| -Food, Tobacco and Liquor                               | 5,461.2         | 5,874.9         | 7.6%         |

Source: China Statistical Yearbook 2015

#### Per Capita Consumption of Major Foods of Urban Households

|                                   | 2013 (kg) | 2014 (kg) | Change (%) |
|-----------------------------------|-----------|-----------|------------|
| Grain (unprocessed)               | 121.3     | 117.2     | -3.4%      |
| -Cereal                           | 110.6     | 106.5     | -3.7%      |
| -Tuber                            | 1.9       | 2.0       | 5.3%       |
| -Beans and Bean Products          | 8.8       | 8.6       | -2.3%      |
| Oil or Fat                        | 11.2      | 11.2      | 0.0%       |
| -Edible Vegetable Oil             | 10.8      | 10.8      | 0.0%       |
| Vegetable and Mushroom            | 103.8     | 104.0     | 0.2%       |
| -Fresh Vegetables                 | 100.1     | 100.1     | 0.0%       |
| Products of Meat                  | 28.5      | 28.4      | -0.4%      |
| -Pork                             | 20.4      | 20.8      | 2.0%       |
| -Beef                             | 2.2       | 2.2       | 0.0%       |
| -Mutton                           | 1.1       | 1.2       | 9.1%       |
| Poultry                           | 8.1       | 9.1       | 12.3%      |
| Aquatic Products                  | 14.0      | 14.4      | 2.9%       |
| Eggs                              | 9.4       | 9.8       | 4.3%       |
| Milk and Dairy Products           | 17.1      | 18.1      | 5.8%       |
| Dried and Fresh Melons and Fruits | 51.1      | 52.9      | 3.5%       |
| -Fresh Melons and Fruits          | 47.6      | 48.1      | 1.1%       |
| -Nuts and Processed Products      | 3.4       | 3.7       | 8.8%       |
| Sugar                             | 1.3       | 1.3       | 0.0%       |

Source: China Statistical Yearbook 2015

*Consumer Price Indices by Category, 2014 (2013=100)*

|                                    | <b>National Indices</b> | <b>Urban Indices</b> |
|------------------------------------|-------------------------|----------------------|
| <b>Consumer Price Index</b>        | <b>102.0</b>            | <b>102.1</b>         |
| <b>Food</b>                        | <b>103.1</b>            | <b>103.3</b>         |
| Grain                              | 103.1                   | 103.2                |
| -Rice                              | 101.2                   | 101.1                |
| -Flour                             | 103.1                   | 103.0                |
| Starches and Tubers                | 102.2                   | 102.1                |
| Beans and Bean Products            | 104.0                   | 103.8                |
| Oil or Fat                         | 95.1                    | 94.9                 |
| Meat, Poultry & Processed Products | 100.4                   | 100.6                |
| Eggs                               | 110.4                   | 110.4                |
| Aquatic Products                   | 104.4                   | 104.5                |
| Vegetables                         | 99.2                    | 99.2                 |
| -Fresh Vegetables                  | 98.5                    | 98.5                 |
| Flavoring                          | 103.1                   | 102.9                |
| Carbohydrate                       | 100.1                   | 100.4                |
| Tea and Beverages                  | 101.8                   | 101.7                |
| -Tea                               | 101.9                   | 101.7                |
| -Beverages                         | 101.8                   | 101.7                |
| Dried and Fresh Melons and Fruits  | 114.1                   | 114.1                |
| -Fresh Fruits                      | 118.0                   | 118.2                |
| Cake, Biscuits and Bread           | 101.9                   | 101.9                |
| Milk and Dairy Products            | 108.5                   | 108.9                |
| Dining Out                         | 103.3                   | 103.3                |
| Other Foods                        | 101.6                   | 101.4                |

Source: China Statistical Yearbook 2015



*Per Capita Annual Cash Living Expenditure of Urban Households by Income Percentile (2012)*

|   | National Average<br>(RMB) | Income Percentile |              |               |               |               |               |               |               |
|---|---------------------------|-------------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
|   |                           | 0-5               | 0-10         | 10-20         | 20-40         | 40-60         | 60-80         | 80-90         | 90-100        |
| <b>Disposable Income</b>  | <b>24,565</b>             | <b>6,520</b>      | <b>8,215</b> | <b>12,489</b> | <b>16,761</b> | <b>22,419</b> | <b>29,814</b> | <b>39,605</b> | <b>63,245</b> |
| <b>Total Cash Consumption Expenditures</b>                          | <b>16,674</b>             | <b>6,367</b>      | <b>7,302</b> | <b>9,610</b>  | <b>12,281</b> | <b>15,720</b> | <b>19,830</b> | <b>25,797</b> | <b>37,662</b> |
| <b>-Food</b>  | <b>6,041</b>              | <b>2,979</b>      | <b>3,310</b> | <b>4,147</b>  | <b>5,029</b>  | <b>6,061</b>  | <b>7,102</b>  | <b>8,561</b>  | <b>10,323</b> |
| --Grain   | 459                       | 359               | 365          | 386           | 426           | 473           | 502           | 543           | 564           |
| --Meat, Poultry & Processed Products                                | 1,184                     | 699               | 768          | 947           | 1,088         | 1,249         | 1,341         | 1,480         | 1,556         |
| --Eggs  | 119                       | 77                | 84           | 97            | 112           | 126           | 133           | 142           | 147           |
| --Aquatic Products  | 409                       | 145               | 173          | 236           | 309           | 413           | 523           | 631           | 768           |
| --Milk and Processed Products                                       | 254                       | 110               | 126          | 169           | 208           | 260           | 309           | 365           | 423           |
| <b>Food as a Percent of Disposable Income (%)</b>                   | <b>25%</b>                | <b>46%</b>        | <b>40%</b>   | <b>33%</b>    | <b>30%</b>    | <b>27%</b>    | <b>24%</b>    | <b>22%</b>    | <b>16%</b>    |
| <b>Food as a Percent of Total Cash Consumption Expenditures (%)</b> | <b>36%</b>                | <b>47%</b>        | <b>45%</b>   | <b>43%</b>    | <b>41%</b>    | <b>39%</b>    | <b>36%</b>    | <b>33%</b>    | <b>27%</b>    |

Source: China Statistical Yearbook 2013

Note: this data series has been discontinued

*Per Capita Annual Purchases of Major Commodities of Urban Households by Level of Income (2012)*

|                       | National Average<br>(kg) | Income Percentile |       |        |        |        |        |        |        |
|-----------------------|--------------------------|-------------------|-------|--------|--------|--------|--------|--------|--------|
|                       |                          | 0-5               | 0-10  | 10-20  | 20-40  | 40-60  | 60-80  | 80-90  | 90-100 |
| Edible Vegetable Oil  | 9.14                     | 8.17              | 8.28  | 8.70   | 9.30   | 9.68   | 9.24   | 9.29   | 8.92   |
| Pork                  | 21.23                    | 14.35             | 16.04 | 18.93  | 20.67  | 22.66  | 22.68  | 23.78  | 24.14  |
| Beef                  | 2.54                     | 1.62              | 1.65  | 1.97   | 2.38   | 2.75   | 2.93   | 3.05   | 3.11   |
| Mutton                | 1.19                     | 1.04              | 0.89  | 0.87   | 1.19   | 1.26   | 1.34   | 1.44   | 1.30   |
| Fresh Eggs            | 10.52                    | 7.53              | 8.08  | 9.09   | 10.26  | 11.25  | 11.54  | 11.73  | 11.44  |
| Fresh Vegetables      | 112.33                   | 89.37             | 93.36 | 100.04 | 111.05 | 118.81 | 119.53 | 122.39 | 118.48 |
| Liquor                | 1.99                     | 1.47              | 1.55  | 1.77   | 2.17   | 2.19   | 2.06   | 2.00   | 1.88   |
| Fruit Wine            | 0.22                     | 0.05              | 0.06  | 0.09   | 0.17   | 0.24   | 0.28   | 0.34   | 0.44   |
| Beer                  | 4.63                     | 2.94              | 3.28  | 3.73   | 4.81   | 4.92   | 5.11   | 5.22   | 4.98   |
| Tea                   | 0.29                     | 0.17              | 0.17  | 0.19   | 0.29   | 0.28   | 0.37   | 0.39   | 0.41   |
| Fresh Melons & Fruits | 56.05                    | 33.56             | 36.74 | 44.64  | 52.05  | 58.51  | 64.60  | 69.47  | 71.83  |
| Cake                  | 5.18                     | 2.87              | 3.15  | 3.97   | 4.67   | 5.42   | 5.94   | 6.86   | 7.18   |
| Milk                  | 13.95                    | 7.14              | 7.77  | 9.84   | 12.02  | 14.99  | 16.94  | 18.64  | 19.86  |
| Milk Powder           | 0.50                     | 0.25              | 0.28  | 0.39   | 0.44   | 0.51   | 0.61   | 0.67   | 0.71   |
| Yogurt                | 3.46                     | 1.47              | 1.77  | 2.29   | 3.10   | 3.64   | 4.21   | 4.65   | 5.12   |

Source: China Statistical Yearbook 2013

Note: this data series has been discontinued

*Per Capita Annual Purchases of Major Commodities of Urban Households*

| (kg)                 | 2005   | 2010   | 2011   | 2012   |
|----------------------|--------|--------|--------|--------|
| Grain                | 77.00  | 81.50  | 80.70  | 78.80  |
| Fresh Vegetables     | 118.60 | 116.10 | 114.60 | 112.30 |
| Edible Vegetable Oil | 9.30   | 8.80   | 9.30   | 9.10   |
| Pork                 | 20.20  | 20.70  | 20.60  | 21.20  |
| Beef and Mutton      | 3.70   | 3.80   | 4.00   | 3.70   |
| Poultry              | 9.00   | 10.20  | 10.60  | 10.80  |
| Fresh Eggs           | 10.40  | 10.00  | 10.10  | 10.50  |

|                         |       |       |       |       |
|-------------------------|-------|-------|-------|-------|
| Aquatic Products        | 12.60 | 15.20 | 14.60 | 15.20 |
| Milk                    | 17.90 | 14.00 | 13.70 | 14.00 |
| Fresh Melons and Fruits | 56.70 | 54.20 | 52.00 | 56.10 |
| Liquor                  | 8.90  | 7.00  | 6.80  | 6.90  |

Source: China Statistical Yearbook 2015  
Note: this data series has been discontinued

## 2. Import Statistics

| CHINA IMPORTS OF AGRICULTURAL, FISH & FORESTRY PRODUCTS FROM UNITED STATES<br>CY 2010 - 2014 AND YEAR-TO-DATE COMPARISON<br>(IN THOUSANDS OF DOLLARS) |                          |                   |                   |                   |                   |                    |                   |               |
|---|--------------------------|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------|---------------|
| IMPORTS MARKET: UNITED STATES   |                          |                   |                   |                   |                   |                    |                   |               |
| PRODUCT   | CALENDAR YEARS (JAN-DEC) |                   |                   |                   |                   | JANUARY - NOVEMBER |                   | CHANG<br>E    |
|   | 2010                     | 2011              | 2012              | 2013              | 2014              | COMPARISONS        |                   |               |
|   |                          |                   |                   |                   |                   | 2014               | 2015              |               |
| <b>BULK TOTAL</b>   | <b>13,935,454</b>        | <b>16,538,223</b> | <b>21,129,673</b> | <b>18,207,278</b> | <b>19,961,498</b> | <b>15,864,515</b>  | <b>13,612,937</b> | <b>-14.19</b> |
| WHEAT   | 31,333                   | 157,147           | 233,493           | 1,263,626         | 283,961           | 283,283            | 169,649           | -40.11        |
| COARSE GRAINS   | 348,372                  | 558,982           | 1,658,107         | 938,884           | 1,811,189         | 1,653,513          | 2,368,800         | 43.26         |
| RICE  | 190                      | 0                 | 7                 | 0                 | 176               | 176                | 0                 | -100          |
| SOYBEANS  | 11,330,053               | 12,660,201        | 15,374,305        | 13,332,639        | 16,326,440        | 12,505,564         | 9,849,123         | -21.24        |
| OTHER OILSEEDS  | 31,125                   | 49,735            | 35,287            | 22,211            | 13,222            | 12,715             | 13,761            | 8.23          |
| COTTON  | 2,015,412                | 2,980,723         | 3,697,948         | 2,444,357         | 1,266,735         | 1,153,293          | 969,151           | -15.97        |
| TOBACCO   | 154,732                  | 118,281           | 117,332           | 171,325           | 223,148           | 223,148            | 196,055           | -12.14        |
| RUBBER & ALLIED GUMS  | 494                      | 452               | 641               | 662               | 1,014             | 960                | 591               | -38.39        |
| RAW COFFEE  | 12                       | 21                | 27                | 123               | 314               | 240                | 56                | -76.82        |
| COCOA BEANS   | 0                        | 0                 | 0                 | 0                 | 0                 | 0                  | 0                 | -100          |
| TEA (INCL. HERB TEA)  | 896                      | 831               | 800               | 278               | 304               | 281                | 348               | 23.58         |
| RAW BEET & CANE SUGARS  | 26                       | 70                | 88                | 77                | 96                | 89                 | 19                | -79.02        |
| PULSES  | 22,056                   | 11,318            | 11,488            | 30,450            | 21,884            | 18,882             | 29,823            | 57.95         |
| PEANUTS   | 222                      | 89                | 1                 | 2,425             | 12,811            | 12,177             | 15,374            | 26.26         |
| OTHER BULK COMMODITIES  | 532                      | 372               | 149               | 220               | 205               | 196                | 189               | -3.51         |
| <b>INTERMEDIATE TOTAL</b>   | <b>2,406,469</b>         | <b>2,609,325</b>  | <b>3,228,829</b>  | <b>4,098,521</b>  | <b>4,458,932</b>  | <b>4,226,319</b>   | <b>4,107,076</b>  | <b>-2.82</b>  |
| WHEAT FLOUR   | 66                       | 64                | 47                | 54                | 32                | 31                 | 23                | -27.25        |
| SOYBEAN MEAL  | 0                        | 732               | 719               | 0                 | 31                | 31                 | 0                 | -100          |
| SOYBEAN OIL   | 254,882                  | 257,868           | 261,934           | 116,406           | 182,587           | 182,587            | 346               | -99.81        |
| VEGETABLE OILS EXC SOYBEAN OIL  | 34,148                   | 63,248            | 99,568            | 52,339            | 47,409            | 43,068             | 51,200            | 18.88         |
| FEEDS & FODDERS (EXC PET FOOD)  | 871,281                  | 662,748           | 1,021,798         | 1,763,192         | 2,176,571         | 2,125,585          | 2,357,253         | 10.9          |
| LIVE ANIMALS  | 32,667                   | 51,641            | 69,588            | 67,700            | 49,441            | 40,469             | 7,396             | -81.72        |
| HIDES & SKINS   | 821,532                  | 1,146,808         | 1,294,088         | 1,572,562         | 1,508,589         | 1,377,285          | 1,219,652         | -11.45        |
| ANIMAL FATS   | 1,288                    | 3,497             | 1,208             | 296               | 329               | 264                | 656               | 148.72        |
| PLANTING SEEDS  | 62,917                   | 71,195            | 93,842            | 89,863            | 107,824           | 103,661            | 98,887            | -4.61         |
| SUGAR/SWEETENER/BEVERAGE BASES  | 2,840                    | 3,278             | 4,045             | 8,069             | 7,496             | 7,100              | 6,609             | -6.92         |
| ESSENTIAL OILS  | 101,933                  | 106,217           | 112,709           | 130,187           | 123,904           | 115,192            | 120,110           | 4.27          |
| OTHER INTERMEDIATE PRODUCTS   | 222,915                  | 242,028           | 269,283           | 297,853           | 254,720           | 231,045            | 244,945           | 6.02          |
| <b>CONSUMER-ORIENTED TOTAL</b>  | <b>1,508,533</b>         | <b>2,853,963</b>  | <b>3,067,672</b>  | <b>3,158,002</b>  | <b>2,977,141</b>  | <b>2,718,506</b>   | <b>2,173,067</b>  | <b>-20.06</b> |
| SNACK FOODS (EXCLUD. NUTS)  | 11,842                   | 19,053            | 23,616            | 26,926            | 33,377            | 29,595             | 36,236            | 22.44         |
| BREAKFAST CEREALS/PANCAKE MIX   | 8,520                    | 12,937            | 14,391            | 17,494            | 21,684            | 20,120             | 20,081            | -0.19         |
| RED MEATS,FRESH/CHILLED/FROZEN  | 235,888                  | 1,232,918         | 1,068,661         | 759,097           | 760,787           | 696,528            | 449,241           | -35.5         |
| RED MEATS, PREPARED/PRESERVED   | 3,172                    | 4,355             | 4,748             | 4,546             | 1,589             | 1,484              | 1,278             | -13.9         |
| POULTRY MEAT  | 168,312                  | 122,046           | 271,343           | 417,785           | 222,554           | 200,016            | 36,982            | -81.51        |
| DAIRY PRODUCTS (EXCL. CHEESE)   | 189,389                  | 297,496           | 297,773           | 549,791           | 588,268           | 556,068            | 274,954           | -50.55        |
| CHEESE  | 12,765                   | 28,528            | 38,808            | 43,005            | 55,644            | 50,930             | 47,941            | -5.87         |
| EGGS & PRODUCTS   | 2,190                    | 1,662             | 862               | 1,211             | 1,422             | 760                | 1,555             | 104.58        |
| FRESH FRUIT   | 215,545                  | 293,963           | 288,128           | 253,818           | 253,064           | 219,745            | 281,499           | 28.1          |
| FRESH VEGETABLES  | 46                       | 101               | 178               | 148               | 12                | 9                  | 44                | 372.86        |
| PROCESSED FRUIT & VEGETABLES  | 200,772                  | 238,438           | 257,949           | 248,047           | 247,974           | 231,517            | 268,669           | 16.05         |
| FRUIT & VEGETABLE JUICES  | 17,657                   | 14,951            | 16,836            | 20,372            | 32,414            | 32,063             | 13,767            | -57.06        |
| TREE NUTS   | 140,583                  | 168,522           | 205,049           | 167,876           | 124,864           | 94,187             | 163,673           | 73.77         |
| WINE & BEER   | 37,821                   | 61,233            | 76,377            | 88,126            | 82,952            | 75,088             | 58,625            | -21.92        |
| NURSERY PRODUCTS & CUT FLOWERS  | 4,900                    | 4,703             | 4,550             | 4,803             | 6,204             | 6,094              | 7,093             | 16.39         |
| PET FOODS (DOG & CAT FOOD)  | 88                       | 580               | 722               | 808               | 59                | 52                 | 481               | 832.7         |
| OTHER CONSUMER ORIENTED PRODUC  | 259,043                  | 352,478           | 497,682           | 554,148           | 544,271           | 504,249            | 510,946           | 1.33          |
| <b>FOREST PRODUCTS TOTAL</b>  | <b>1,193,408</b>         | <b>2,035,360</b>  | <b>1,748,368</b>  | <b>2,465,456</b>  | <b>2,951,818</b>  | <b>2,717,786</b>   | <b>2,123,450</b>  | <b>-21.87</b> |
| LOGS & CHIPS  | 583,787                  | 1,032,075         | 740,629           | 1,253,701         | 1,365,767         | 1,280,681          | 750,561           | -41.39        |
| HARDWOOD LUMBER   | 476,865                  | 657,155           | 711,141           | 875,633           | 1,253,972         | 1,125,472          | 1,094,034         | -2.79         |
| SOFTWOOD AND TREATED LUMBER   | 76,212                   | 274,060           | 154,899           | 200,982           | 196,915           | 185,428            | 122,919           | -33.71        |
| PANEL PRODUCTS (INC. PLYWOOD)   | 25,752                   | 31,368            | 31,981            | 29,615            | 24,489            | 22,539             | 14,663            | -34.94        |
| OTHER VALUE-ADDED WOOD PRODUCT  | 30,792                   | 40,702            | 109,717           | 105,525           | 110,675           | 103,667            | 141,273           | 36.28         |
| <b>FISH AND SEAFOOD PRODUCTS TOTAL</b>  | <b>725,752</b>           | <b>1,129,523</b>  | <b>974,961</b>    | <b>884,018</b>    | <b>967,788</b>    | <b>886,454</b>     | <b>797,840</b>    | <b>-10</b>    |
| SALMON  | 198,634                  | 279,616           | 24,051            | 6,144             | 14,893            | 12,575             | 11,494            | -8.59         |

|  |                   |                   |                   |                   |                   |                   |                   |               |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------|
| SURIMI   | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | n/a           |
| CRUSTACEANS                                    | 31,204            | 90,320            | 190,400           | 230,606           | 251,385           | 226,246           | 208,009           | -8.06         |
| GROUND FISH & FLAT FISH                        | 273,765           | 416,513           | 370,483           | 319,776           | 361,241           | 334,074           | 259,194           | -22.41        |
| MOLLUSCS                                       | 126,827           | 146,765           | 130,236           | 147,877           | 125,419           | 112,656           | 92,479            | -17.91        |
| OTHER FISHERY PRODUCTS                         | 95,322            | 196,309           | 259,791           | 179,614           | 214,848           | 200,903           | 226,664           | 12.82         |
| <b>AGRICULTURAL PRODUCT TOTAL</b>              | <b>17,850,456</b> | <b>22,001,511</b> | <b>27,426,173</b> | <b>25,463,801</b> | <b>27,397,571</b> | <b>22,809,341</b> | <b>19,893,081</b> | <b>-12.79</b> |
| <b>AGRICULTURAL, FISH &amp; FORESTRY TOTAL</b> | <b>19,769,616</b> | <b>25,166,395</b> | <b>30,149,502</b> | <b>28,813,274</b> | <b>31,317,177</b> | <b>26,413,581</b> | <b>22,814,371</b> | <b>-13.63</b> |

Source: World Trade Atlas

**CHINA IMPORTS OF AGRICULTURAL, FISH & FORESTRY PRODUCTS FROM WORLD  
CY 2010 - 2014 AND YEAR-TO-DATE COMPARISON  
(IN THOUSANDS OF DOLLARS)**

**IMPORTS MARKET: WORLD**

| PRODUCT                         | CALENDAR YEARS (JAN-DEC) |                   |                   |                   |                   | JANUARY - NOVEMBER |                   | %<br>CHANG<br>E |
|---------------------------------|--------------------------|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-----------------|
|                                 | 2010                     | 2011              | 2012              | 2013              | 2014              | 2014               | 2015              |                 |
|                                 | COMPARISONS              |                   |                   |                   |                   |                    |                   |                 |
| <b>BULK TOTAL</b>               | <b>41,942,610</b>        | <b>56,576,789</b> | <b>65,807,371</b> | <b>66,240,574</b> | <b>65,246,655</b> | <b>58,636,649</b>  | <b>53,242,154</b> | <b>-9.2</b>     |
| WHEAT                           | 309,205                  | 417,912           | 1,101,467         | 1,865,841         | 962,546           | 946,821            | 830,611           | -12.27          |
| COARSE GRAINS                   | 933,715                  | 1,205,736         | 2,518,052         | 2,129,393         | 3,974,228         | 3,429,651          | 6,610,326         | 92.74           |
| RICE                            | 253,326                  | 386,750           | 1,125,022         | 1,052,042         | 1,228,906         | 1,069,698          | 1,290,185         | 20.61           |
| SOYBEANS                        | 25,088.9<br>91           | 29,839.72<br>4    | 34,927.47<br>4    | 38,033.97<br>6    | 40,329.89<br>1    | 36,139.84<br>6     | 31,363.64<br>5    | -13.22          |
| OTHER OILSEEDS                  | 654,860                  | 778,464           | 781,089           | 988,764           | 1,422,477         | 1,277,455          | 1,320,681         | 3.38            |
| COTTON                          | 5,798.03<br>6            | 9,623.035         | 11,894.07<br>8    | 8,511.025         | 5,049,411         | 4,568,155          | 2,308,113         | -49.47          |
| TOBACCO                         | 707,577                  | 1,027,879         | 1,196,468         | 1,334,286         | 1,566,489         | 1,472,856          | 1,181,364         | -19.79          |
| RUBBER & ALLIED GUMS            | 5,676.87<br>0            | 9,393,849         | 6,823,467         | 6,409,485         | 4,971,091         | 4,525,071          | 3,568,881         | -21.13          |
| RAW COFFEE                      | 45,962                   | 98,934            | 127,752           | 97,693            | 134,021           | 121,664            | 109,770           | -9.78           |
| COCOA BEANS                     | 86,681                   | 120,832           | 86,736            | 113,337           | 106,408           | 96,410             | 84,591            | -12.26          |
| TEA (INCL. HERB TEA)            | 47,593                   | 59,764            | 71,211            | 75,742            | 92,852            | 83,721             | 94,551            | 12.94           |
| RAW BEET & CANE SUGARS          | 780,450                  | 1,679,693         | 2,024,127         | 1,869,158         | 1,311,821         | 1,192,111          | 1,313,285         | 10.16           |
| PULSES                          | 272,818                  | 398,024           | 582,000           | 681,784           | 426,871           | 367,216            | 410,370           | 11.75           |
| PEANUTS                         | 14,754                   | 64,377            | 25,634            | 17,093            | 28,930            | 24,607             | 112,970           | 359.11          |
| OTHER BULK COMMODITIES          | 1,271.77<br>4            | 1,481,816         | 2,522,793         | 3,060,954         | 3,640,713         | 3,321,367          | 2,642,811         | -20.43          |
| <b>INTERMEDIATE TOTAL</b>       | <b>17,273,801</b>        | <b>22,254,039</b> | <b>24,487,992</b> | <b>24,072,891</b> | <b>23,133,816</b> | <b>21,256,495</b>  | <b>19,980,175</b> | <b>-6</b>       |
| WHEAT FLOUR                     | 6,731                    | 5,718             | 7,193             | 14,660            | 15,978            | 13,378             | 13,067            | -2.32           |
| SOYBEAN MEAL                    | 80,416                   | 95,975            | 21,252            | 14,038            | 17,565            | 14,168             | 39,984            | 182.21          |
| SOYBEAN OIL                     | 1,203.46<br>0            | 1,324,302         | 2,275,811         | 1,275,355         | 1,092,192         | 1,057,587          | 632,963           | -40.15          |
| VEGETABLE OILS EXC SOYBEAN OIL  | 7,304.61<br>5            | 9,707,454         | 10,348,348        | 9,126,084         | 7,546,941         | 6,872,787          | 6,150,599         | -10.51          |
| FEEDS & FODDERS (EXC PET FOOD)  | 1,022.69<br>2            | 832,493           | 1,218,381         | 1,968,183         | 2,453,516         | 2,366,777          | 2,695,951         | 13.91           |
| LIVE ANIMALS                    | 259,997                  | 355,450           | 494,744           | 397,855           | 770,862           | 700,556            | 460,958           | -34.2           |
| HIDES & SKINS                   | 2,414.35<br>9            | 3,260,182         | 3,649,571         | 4,387,052         | 4,271,813         | 3,912,120          | 3,740,569         | -4.39           |
| ANIMAL FATS                     | 269,985                  | 345,789           | 220,366           | 121,442           | 129,881           | 124,375            | 114,825           | -7.68           |
| PLANTING SEEDS                  | 189,062                  | 208,111           | 241,704           | 260,974           | 314,508           | 287,789            | 285,286           | -0.87           |
| SUGAR/SWEETENER/BEVERAGE BASES  | 157,253                  | 319,068           | 291,224           | 278,590           | 280,265           | 246,647            | 392,226           | 59.02           |
| ESSENTIAL OILS                  | 298,271                  | 380,741           | 429,256           | 505,935           | 466,082           | 427,814            | 448,408           | 4.81            |
| OTHER INTERMEDIATE PRODUCTS     | 4,066.96<br>0            | 5,418,757         | 5,290,140         | 5,722,722         | 5,774,212         | 5,232,497          | 5,005,339         | -4.34           |
| <b>CONSUMER-ORIENTED TOTAL</b>  | <b>11,844,130</b>        | <b>16,551,336</b> | <b>20,014,010</b> | <b>25,378,321</b> | <b>28,902,870</b> | <b>26,405,516</b>  | <b>26,912,544</b> | <b>1.92</b>     |
| SNACK FOODS (EXCL. NUTS)        | 298,331                  | 428,955           | 536,235           | 709,379           | 905,064           | 783,812            | 931,494           | 18.84           |
| BREAKFAST CEREALS/PANCAKE MIX   | 32,697                   | 46,834            | 52,726            | 73,172            | 92,420            | 84,191             | 116,773           | 38.7            |
| RED MEATS, FRESH/CHILLED/FROZEN | 1,259,146                | 2,512,984         | 3,142,059         | 4,914,496         | 4,952,016         | 4,515,446          | 5,155,239         | 14.17           |
| RED MEATS, PREPARED/PRESERVED   | 7,556                    | 8,957             | 11,032            | 11,789            | 9,554             | 8,920              | 12,476            | 39.86           |
| POULTRY MEAT                    | 962,540                  | 872,003           | 955,563           | 1,005,352         | 878,194           | 788,202            | 828,621           | 5.13            |
| DAIRY PRODUCTS (EXCL. CHEESE)   | 2,032.06<br>3            | 2,748,577         | 3,322,426         | 5,341,291         | 6,512,927         | 6,247,591          | 2,961,686         | -52.59          |
| CHEESE                          | 105,450                  | 139,263           | 186,713           | 231,062           | 342,428           | 315,366            | 315,736           | 0.12            |
| EGGS & PRODUCTS                 | 5,413                    | 4,685             | 5,242             | 6,794             | 6,872             | 6,104              | 5,087             | -16.66          |
| FRESH FRUIT                     | 1,489.72<br>3            | 2,352,020         | 3,020,069         | 3,420,519         | 4,318,172         | 3,895,957          | 4,668,797         | 19.84           |
| FRESH VEGETABLES                | 7,564                    | 4,435             | 4,256             | 1,579             | 2,928             | 2,923              | 3,490             | 19.37           |
| PROCESSED FRUIT & VEGETABLES    | 1,716.33                 | 2,049,472         | 2,523,404         | 2,582,676         | 2,936,710         | 2,669,363          | 2,878,787         | 7.85            |

|  |                   |                    |                    |                    |                    |                    |                    |               |  |
|--|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------|--|
|  | 2                 |                    |                    |                    |                    |                    |                    |               |  |
| FRUIT & VEGETABLE JUICES                       | 166,549           | 228,404            | 218,141            | 230,523            | 252,244            | 235,077            | 193,530            | -17.67        |  |
| TREE NUTS                                      | 467,452           | 441,610            | 509,478            | 409,854            | 588,503            | 448,088            | 676,448            | 50.96         |  |
| WINE & BEER                                    | 857,788           | 1,528,848          | 1,726,061          | 1,788,802          | 1,924,199          | 1,738,426          | 2,348,289          | 35.08         |  |
| NURSERY PRODUCTS & CUT FLOWERS                 | 103,137           | 129,043            | 136,752            | 173,776            | 191,282            | 179,107            | 202,934            | 13.3          |  |
| PET FOODS (DOG & CAT FOOD)                     | 11,067            | 12,087             | 10,233             | 9,230              | 8,973              | 8,082              | 13,979             | 72.96         |  |
| OTHER CONSUMER ORIENTED PRODUC                 | 2,321,323         | 3,043,157          | 3,653,618          | 4,468,026          | 4,980,384          | 4,478,862          | 5,599,179          | 25.01         |  |
| <b>FOREST PRODUCTS TOTAL</b>                   | <b>11,390,026</b> | <b>15,910,083</b>  | <b>15,132,109</b>  | <b>18,959,425</b>  | <b>22,970,944</b>  | <b>21,073,781</b>  | <b>17,286,248</b>  | <b>-17.97</b> |  |
| LOGS & CHIPS                                   | 6,006,405         | 8,665,189          | 7,892,761          | 10,086,006         | 12,496,083         | 11,520,832         | 8,406,037          | -27.04        |  |
| HARDWOOD LUMBER                                | 2,791,394         | 3,385,675          | 3,350,553          | 3,991,564          | 5,042,618          | 4,574,785          | 4,242,040          | -7.27         |  |
| SOFTWOOD AND TREATED LUMBER                    | 1,823,899         | 3,100,148          | 2,851,371          | 3,612,768          | 3,830,554          | 3,507,806          | 3,113,076          | -11.25        |  |
| PANEL PRODUCTS (INC. PLYWOOD)                  | 442,712           | 466,987            | 465,209            | 473,401            | 567,417            | 521,678            | 484,241            | -7.18         |  |
| OTHER VALUE-ADDED WOOD PRODUCT                 | 325,617           | 292,085            | 572,215            | 795,686            | 1,034,272          | 948,679            | 1,040,855          | 9.72          |  |
| <b>FISH AND SEAFOOD PRODUCTS TOTAL</b>         | <b>4,438,076</b>  | <b>5,736,987</b>   | <b>5,337,611</b>   | <b>5,731,928</b>   | <b>6,366,712</b>   | <b>5,780,310</b>   | <b>5,587,864</b>   | <b>-3.33</b>  |  |
| SALMON   | 609,994           | 767,626            | 206,324            | 202,399            | 375,131            | 342,608            | 351,402            | 2.57          |  |
| SURIMI   | 0                 | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  | n/a           |  |
| CRUSTACEANS                                    | 587,700           | 972,783            | 1,270,463          | 1,563,451          | 1,855,150          | 1,680,482          | 1,812,412          | 7.85          |  |
| GROUND FISH & FLATFISH                         | 1,780,310         | 1,925,603          | 1,870,436          | 1,843,161          | 1,893,154          | 1,745,317          | 1,514,032          | -13.25        |  |
| MOLLUSCS                                       | 512,405           | 743,414            | 708,445            | 813,984            | 819,611            | 767,375            | 787,125            | 2.57          |  |
| OTHER FISHERY PRODUCTS                         | 947,668           | 1,327,561          | 1,281,943          | 1,308,933          | 1,423,666          | 1,244,527          | 1,122,893          | -9.77         |  |
| <b>AGRICULTURAL PRODUCT TOTAL</b>              | <b>71,060,541</b> | <b>95,382,165</b>  | <b>110,309,372</b> | <b>115,691,786</b> | <b>117,283,341</b> | <b>106,298,660</b> | <b>100,134,873</b> | <b>-5.8</b>   |  |
| <b>AGRICULTURAL, FISH &amp; FORESTRY TOTAL</b> | <b>86,888,643</b> | <b>117,029,235</b> | <b>130,779,092</b> | <b>140,383,140</b> | <b>146,620,997</b> | <b>133,152,751</b> | <b>123,008,985</b> | <b>-7.62</b>  |  |

Source: World Trade Atlas

| CHINA IMPORTS OF Consumer Oriented Total<br>CY 2010 - 2014 AND YEAR-TO-DATE COMPARISON<br>(IN THOUSANDS OF DOLLARS) |              |                          |            |            |            |            |                                   |            |        |             |
|---|--------------|--------------------------|------------|------------|------------|------------|-----------------------------------|------------|--------|-------------|
| PRODUCT IMPORTED: Consumer Oriented Total   |              |                          |            |            |            |            |                                   |            |        |             |
| IMPORT MARKETS  | 2014<br>RANK | CALENDAR YEARS (JAN-DEC) |            |            |            |            | JANUARY - NOVEMBER<br>COMPARISONS |            |        | %<br>CHANGE |
|   |              | 2010                     | 2011       | 2012       | 2013       | 2014       | 2014                              | 2015       |        |             |
| <b>LEADING REGIONAL MARKETS</b>   |              |                          |            |            |            |            |                                   |            |        |             |
| ALL COUNTRIES   | -            | 11,844,130               | 16,551,336 | 20,014,010 | 25,378,321 | 28,902,870 | 26,405,516                        | 26,912,544 | 1.92   |             |
| WORLD EXCL. EU-25   | 1            | 9,586,231                | 12,911,831 | 15,358,565 | 19,480,529 | 22,124,695 | 20,269,035                        | 19,620,434 | -3.2   |             |
| OCEANIA/PACIFIC IS  | 2            | 2,312,651                | 2,988,038  | 3,833,554  | 6,538,279  | 7,606,728  | 7,226,368                         | 5,025,228  | -30.46 |             |
| EUROPEAN UNION-25   | 3            | 2,257,900                | 3,639,506  | 4,655,445  | 5,897,792  | 6,778,175  | 6,136,481                         | 7,292,111  | 18.83  |             |
| SOUTHEAST ASIA  | 4            | 3,084,081                | 3,980,976  | 4,752,617  | 5,376,308  | 6,059,218  | 5,451,175                         | 6,025,273  | 10.53  |             |
| NORTH AMERICA   | 5            | 1,782,539                | 3,137,024  | 3,398,190  | 3,661,146  | 3,408,072  | 3,116,917                         | 2,680,755  | -13.99 |             |
| SOUTH AMERICA   | 6            | 1,403,483                | 1,718,735  | 1,969,761  | 2,319,647  | 2,940,642  | 2,636,090                         | 3,477,639  | 31.92  |             |
| SUB-SAHARAN AFRICA  | 7            | 37,567                   | 80,701     | 113,392    | 148,599    | 221,965    | 214,143                           | 257,170    | 20.09  |             |
| CHINA & HONG KONG   | 8            | 102,306                  | 129,902    | 141,354    | 153,570    | 219,874    | 202,166                           | 253,389    | 25.34  |             |
| JAPAN   | 9            | 196,032                  | 115,739    | 160,838    | 156,898    | 184,697    | 162,202                           | 227,495    | 40.25  |             |
| OTHER EUROPE  | 10           | 48,312                   | 77,972     | 74,817     | 102,775    | 138,971    | 120,926                           | 128,456    | 6.23   |             |
| FORMER USSR - 12  | 11           | 30,337                   | 38,385     | 105,820    | 54,291     | 123,851    | 71,875                            | 164,977    | 129.53 |             |
| MIDDLE EAST   | 12           | 191,023                  | 108,891    | 118,793    | 116,900    | 108,733    | 90,512                            | 122,129    | 34.93  |             |
| SOUTH ASIA  | 13           | 39,345                   | 47,248     | 75,104     | 84,432     | 96,254     | 84,183                            | 116,404    | 38.27  |             |
| CENTRAL AMERICA   | 14           | 12,968                   | 11,184     | 21,017     | 18,428     | 31,922     | 28,649                            | 21,074     | -26.44 |             |
| NORTH AFRICA  | 15           | 3,602                    | 4,229      | 9,622      | 8,284      | 12,563     | 12,191                            | 29,586     | 142.69 |             |
| <b>LEADING 35 COUNTRY MARKETS</b>   |              |                          |            |            |            |            |                                   |            |        |             |
| NEW ZEALAND   | 1            | 1,699,715                | 2,188,938  | 2,832,114  | 4,592,960  | 5,579,922  | 5,365,645                         | 3,078,249  | -42.63 |             |
| THAILAND  | 2            | 1,628,741                | 1,929,333  | 2,575,744  | 3,095,526  | 3,230,543  | 2,988,576                         | 3,076,469  | 2.94   |             |
| UNITED STATES   | 3            | 1,508,533                | 2,853,963  | 3,067,672  | 3,158,002  | 2,977,141  | 2,718,506                         | 2,173,067  | -20.06 |             |
| AUSTRALIA   | 4            | 612,868                  | 798,957    | 1,001,163  | 1,944,854  | 2,026,172  | 1,860,150                         | 1,945,484  | 4.59   |             |
| FRANCE  | 5            | 647,308                  | 1,243,154  | 1,392,225  | 1,543,601  | 1,549,853  | 1,422,876                         | 1,462,541  | 2.79   |             |
| GERMANY   | 6            | 204,180                  | 393,623    | 731,965    | 1,054,734  | 1,217,081  | 1,099,206                         | 1,485,073  | 35.1   |             |
| VIETNAM   | 7            | 540,823                  | 851,110    | 1,086,727  | 993,834    | 1,171,780  | 1,050,881                         | 1,363,216  | 29.72  |             |
| CHILE   | 8            | 371,693                  | 619,146    | 837,734    | 916,676    | 1,105,839  | 965,565                           | 1,262,028  | 30.7   |             |
| NETHERLANDS   | 9            | 324,585                  | 543,409    | 686,856    | 857,840    | 1,043,699  | 946,927                           | 1,385,225  | 46.29  |             |
| DENMARK   | 10           | 503,798                  | 507,833    | 558,896    | 687,657    | 712,930    | 639,819                           | 632,767    | -1.1   |             |

|                |    |         |         |         |         |         |         |         |        |
|----------------|----|---------|---------|---------|---------|---------|---------|---------|--------|
| BRAZIL         | 11 | 694,948 | 805,814 | 749,847 | 624,801 | 675,797 | 611,531 | 940,238 | 53.75  |
| PHILIPPINES    | 12 | 244,459 | 448,478 | 368,092 | 379,132 | 668,825 | 572,039 | 561,234 | -1.89  |
| SPAIN          | 13 | 125,963 | 258,279 | 340,370 | 393,585 | 496,417 | 445,369 | 584,804 | 31.31  |
| IRELAND        | 14 | 55,280  | 114,078 | 202,047 | 267,094 | 458,515 | 414,838 | 523,831 | 26.27  |
| URUGUAY        | 15 | 37,074  | 52,199  | 78,792  | 397,292 | 456,658 | 425,759 | 499,407 | 17.3   |
| KOREA, SOUTH   | 16 | 122,247 | 191,185 | 242,624 | 327,766 | 433,439 | 388,308 | 482,816 | 24.34  |
| ITALY          | 17 | 161,760 | 253,308 | 282,616 | 332,198 | 401,434 | 355,145 | 430,764 | 21.29  |
| MALAYSIA       | 18 | 134,334 | 201,666 | 213,658 | 374,313 | 394,229 | 349,124 | 386,546 | 10.72  |
| CANADA         | 19 | 260,554 | 265,499 | 312,246 | 463,161 | 373,695 | 347,616 | 427,085 | 22.86  |
| TAIWAN         | 20 | 131,436 | 181,288 | 229,191 | 303,211 | 336,682 | 304,211 | 470,046 | 54.51  |
| ARGENTINA      | 21 | 275,120 | 185,699 | 195,245 | 251,361 | 286,888 | 260,887 | 337,789 | 29.48  |
| SINGAPORE      | 22 | 410,802 | 379,152 | 304,573 | 333,701 | 278,711 | 214,774 | 301,740 | 40.49  |
| INDONESIA      | 23 | 115,871 | 161,815 | 187,156 | 171,577 | 265,650 | 227,146 | 292,712 | 28.87  |
| POLAND         | 24 | 20,264  | 31,482  | 58,827  | 197,305 | 236,641 | 211,057 | 146,617 | -30.53 |
| PERU           | 25 | 19,509  | 46,086  | 70,052  | 101,266 | 216,738 | 197,916 | 212,061 | 7.15   |
| SOUTH AFRICA   | 26 | 31,541  | 74,451  | 103,379 | 134,082 | 209,167 | 202,322 | 239,463 | 18.36  |
| ECUADOR        | 27 | 2,474   | 6,209   | 32,330  | 22,138  | 190,612 | 167,069 | 217,891 | 30.42  |
| JAPAN          | 28 | 196,032 | 115,739 | 160,838 | 156,898 | 184,697 | 162,202 | 227,495 | 40.25  |
| UNITED KINGDOM | 29 | 39,889  | 56,404  | 76,189  | 131,842 | 171,809 | 153,782 | 183,524 | 19.34  |
| BELGIUM        | 30 | 53,913  | 63,848  | 93,421  | 126,836 | 164,589 | 150,063 | 156,914 | 4.57   |
| HONG KONG      | 31 | 82,737  | 103,604 | 110,111 | 113,334 | 153,909 | 144,234 | 183,910 | 27.51  |
| SWITZERLAND    | 32 | 40,209  | 67,394  | 61,292  | 90,829  | 117,232 | 100,461 | 110,795 | 10.29  |
| KOREA, NORTH   | 33 | 13,333  | 32,828  | 24,276  | 36,254  | 114,791 | 86,006  | 44,473  | -48.29 |
| FINLAND        | 34 | 42,689  | 52,287  | 79,668  | 90,968  | 103,353 | 96,663  | 63,402  | -34.41 |
| AUSTRIA        | 35 | 24,366  | 36,737  | 48,509  | 65,722  | 81,997  | 76,030  | 73,572  | -3.23  |
| REST OF WORLD  | -  | 465,083 | 436,341 | 617,565 | 645,972 | 815,433 | 682,812 | 949,295 | 39.03  |

Source: World Trade Atlas

### 3. 2015 FAIRS Subject Reports (as of December 28, 2015)

|   |
|---|
| <p><b>Roadmap to China Challenging New Feed Regulatory System FAIRS Subject Report Beijing China - Peoples Republic of 12/16/2015</b></p> <p>China is in the process of implementing a revised regulatory and registration system for imported feed and feed additives. Under this system, companies need to complete the following three steps before they can export feed ingredients or additives to China: 1) obtain an import registration license from the Ministry of Agriculture (MOA), 2) apply for market access with the General Administration for Quality Supervision, Inspection and Quarantine (AQSIQ), and 3) have their manufacturing facility...</p> <p><a href="#">Roadmap to China Challenging New Feed Regulatory System Beijing China - Peoples Republic of 12-14-2015</a></p>  |
| <p><b>China Regulatory System on Imports of Feed FAIRS Subject Report Beijing China - Peoples Republic of 12/8/2015</b></p> <p>China is in the process of implementing a revised regulatory and registration system for imported feed and feed additives. Under this system, companies need to complete the following three steps before they can export feed ingredients or additives to China: 1) obtain an import registration license from the Ministry of Agriculture (MOA), 2) apply for market access with the General Administration for Quality Supervision, Inspection and Quarantine (AQSIQ), and 3) have their manufacturing facility...</p> <p><a href="#">China Regulatory System on Imports of Feed Beijing China - Peoples Republic of 12-7-2015</a></p>  |
| <p><b>China Announces Revised Standards on Preserved Fruits FAIRS Subject Report Beijing China - Peoples Republic of 10/27/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Preserved Fruits (an update to GB 8956), issued by the National Health and Family Planning Commission (NHFP), as SPS/N/CHN/1000. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to glace fruit, sugar frosting fruit, candied fruit, preserved fruit, prune, and fruitcake. The proposed date of entry is yet to be determined. Comments can be sent to China's SPS E...</p> <p><a href="#">China Announces Revised Standards on Preserved Fruits Beijing China - Peoples Republic of 10-26-2015</a></p>  |
| <p><b>China Conducts Electronic Upgrade to its Foreign Food Importer and E FAIRS Subject Report Beijing China - Peoples Republic of 10/27/2015</b></p> <p>On August 17, 2015, China's General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ) announced that starting October 1, 2015, AQSIQ would conduct an electronic upgrade to its registration filing management system adopted in October 2012. Information requirements and product coverage remain the same as in 2012. Fresh fruit continues to be exempted from this requirement. Chinese importers and foreign exporters can log into the system at the following website <a href="http://ire.eci...">http://ire.eci...</a></p> <p><a href="#">China Conducts Electronic Upgrade to its Foreign Food Importer and E Beijing China - Peoples Republic of 10-27-2015</a></p> |
| <p><b>China Announces New Standards on Candy and Chocolate FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Candy and chocolate GB17403—XXXX, issued by the National Health and Family Planning Commission (NHFP), as SPS/N/CHN/993. The deadline for submission of final comments to China is November 3, 2015. This Standard partially replaces GB17403-1998 Code of Sanitation Practice for Chocolate Plant. This Standard shall apply to the production of candies, chocolates, chocolate products, chocolate with cocoa butter all...</p> <p><a href="#">China Announces New Standards on Candy and Chocolate Beijing China - Peoples Republic of 10-20-2015</a></p>  |
| <p><b>China Announces New Standards on Distilled Liquor Formulated Liquor  FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>On September 7, 2015, China notified the WTO of the National Food Safety Standard on Distilled Liquor and Formulated Liquor (an update to GB 8951), issued by the National Health and Family Planning Commission (NHFP), as SPS/N/CHN/1005. The deadline for submission of final comments to China is November 6, 2015. This standard pertains to the production and processing of liquor and formulated liquor adopting the distilled liquor as the wine base. The proposed date of entry is yet to be determ...</p> <p><a href="#">China Announces New Standards on Distilled Liquor Formulated Liquor Beijing China - Peoples Republic of 10-22-2015</a></p>                                       |
| <p><b>China Announces New Standards on Edible Soybean Meal FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>Report Highlights: On September 4, 2015, China notified the WTO of the National Food Safety Standard on Edible Soybean Meal, issued by the National Health and Family Planning Commission (NHFP), as SPS/N/CHN/991. The deadline for submission of final comments to China is November 3, 2015. This Standard partially replaces (GB 14932.1-2003) on Edible Soybean Meal. This standard pertains to soybean meal, pea bean, broad bean meal, wheat meal, corn meal, rice meal, walnut meal, almond meal, bean...</p> <p><a href="#">China Announces New Standards on Edible Soybean Meal Beijing China - Peoples Republic of 10-19-2015</a></p>  |
| <p><b>China Announces Revised Standards on Beer FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Beer (an update to GB 8592), issued by the National Health and Family Planning Commission (NHFP), as SPS/N/CHN/1004. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to beer production and processing. The proposed date of entry is yet to be determined. Comments can be sent to China's SPS Enquiry Point at <a href="mailto:sps@aqsiq.gov.cn">sps@aqsiq.gov.cn</a>. The following report contains an ...</p> <p><a href="#">China Announces Revised Standards on Beer Beijing China - Peoples Republic of 10-22-2015</a></p>  |
| <p><b>China Announces Revised Standards on Beverages  FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Beverages (an update to GB 12695—201), issued by the National Health and Family Planning Commission (NHFP), as SPS/N/CHN/1002. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to the beverage other than the packaged drinking water. The proposed date of entry is yet to be determined. Comments can be sent to China's SPS Enquiry Point at <a href="mailto:sps@aqsiq.gov.cn">sps@aqsiq.gov.cn</a>. The...</p>   |

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| <a href="#">China Announces Revised Standards on Beverages Beijing China - Peoples Republic of 10-22-2015</a>  |
| <p><b>China Announces Revised Standards on Fermented Alcoholic Beverages FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>On September 7, 2015, China notified the WTO of the National Food Safety Standard on Fermented Alcoholic Beverages and their Integrated Alcoholic Beverages, issued by the National Health and Family Planning Commission (NHFPCC), as SPS/N/CHN/1006. The deadline for submission of final comments to China is November 6, 2015. This standard pertains to production and processing of wine, fruit wine (fermentation type) and rice wine. The proposed date of entry is yet to be determined. Comments can be...</p> <p><a href="#">China Announces Revised Standards on Fermented Alcoholic Beverages Beijing China - Peoples Republic of 10-22-2015</a></p>    |
| <p><b>China Announces Revised Standards on Grain Processing FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Grain Processing (an update to GB 13122), issued by the National Health and Family Planning Commission (NHFPCC), as SPS/N/CHN/1003. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to primary processing of grains (cereals) as raw materials. The proposed date of entry is yet to be determined. Comments can be sent to China's SPS Enquiry Point at sps@aqsiq.gov....</p> <p><a href="#">China Announces Revised Standards on Grain Processing Beijing China - Peoples Republic of 10-22-2015</a></p>                                |
| <p><b>China Announces Revised Standards on Pastry and Bread FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Pastry and Bread (is updated to GB 8957), issued by the National Health and Family Planning Commission (NHFPCC), as SPS/N/CHN/998. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to the pastry and bread product, and it doesn't pertain to the catering service enterprise except for the cake shop (baker). The proposed date of entry is yet to be determined. Comme...</p> <p><a href="#">China Announces Revised Standards on Pastry and Bread Beijing China - Peoples Republic of 10-21-2015</a></p>                              |
| <p><b>China Announces Revised Standards on Puffed Food FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Puffed Food (an update to GB17404), issued by the National Health and Family Planning Commission (NHFPCC), as SPS/N/CHN/999. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to the food with loose or crisp texture, which is made of grains, potatoes, beans, fruits, vegetables, nuts or seeds by puffing process. The proposed date of entry is yet to be determined....</p> <p><a href="#">China Announces Revised Standards on Puffed Food Beijing China - Peoples Republic of 10-22-2015</a></p>  |
| <p><b>China Announces Revised Standards on Storage and Transport for Grain FAIRS Subject Report Beijing China - Peoples Republic of 10/23/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Storage and Transport for Grain, issued by the National Health and Family Planning Commission (NHFPCC), as SPS/N/CHN/1001. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to the storage and transport of general designation of unprocessed grain. The proposed date of entry is yet to be determined. Comments can be sent to China's SPS Enquiry Point at sps@aqsiq....</p> <p><a href="#">China Announces Revised Standards on Storage and Transport for Grain Beijing China - Peoples Republic of 10-22-2015</a></p> |
| <p><b>China Announces Revised Standards on Canned Food FAIRS Subject Report Beijing China - Peoples Republic of 10/21/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Canned Food (is updated to GB 8950), issued by the National Health and Family Planning Commission (NHFPCC), as SPS/N/CHN/995. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to commercial sterilization canned food made of food material by means of processing and treatment, tinning, sealing, heat sterilization and cooling and other processes. The proposed date o...</p> <p><a href="#">China Announces Revised Standards on Canned Food Beijing China - Peoples Republic of 10-21-2015</a></p>                                      |
| <p><b>China Announces Revised Standards on Edible Vegetable Oil FAIRS Subject Report Beijing China - Peoples Republic of 10/21/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Edible Vegetable Oil (is updated to GB 8955), issued by the National Health and Family Planning Commission (NHFPCC), as SPS/N/CHN/997. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to the processing of various edible vegetable oil and the production of various edible oil products based on the main materials of edible vegetable oil and fat. The proposed date ...</p> <p><a href="#">China Announces Revised Standards on Edible Vegetable Oil Beijing China - Peoples Republic of 10-21-2015</a></p>                     |
| <p><b>China Announces Revised Standards on Egg products FAIRS Subject Report Beijing China - Peoples Republic of 10/21/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Egg products, issued by the National Health and Family Planning Commission (NHFPCC), as SPS/N/CHN/996. The deadline for submission of final comments to China is November 3, 2015. This standard pertains to various kinds of finished product or semi-finished product made of poultry egg. The proposed date of entry is yet to be determined. Comments can be sent to China's SPS Enquiry Point at sps@aqsiq.gov.cn. Th...</p> <p><a href="#">China Announces Revised Standards on Egg products Beijing China - Peoples Republic of 10-21-2015</a></p>  |
| <p><b>China Announces New Standards on Aquatic Products FAIRS Subject Report Beijing China - Peoples Republic of 10/20/2015</b></p> <p>On September 4, 2015, China notified the WTO of the National Food Safety Standard on Aquatic Products, issued by the National Health and Family Planning Commission (NHFPCC), as SPS/N/CHN/994. The deadline for submission of final comments to China is November 3, 2015. This Standard partially replaces (GB/T20941-2007) on Good Manufacturing Practice for Fish Products Processing Factory and (GB/T23871-2009) on Code of Hygienic Practice for Fish and Fishery Products Processing Establishment. This s...</p> <p><a href="#">China Announces New Standards on Aquatic Products Beijing China - Peoples Republic of 10-20-2015</a></p>                                     |
| <p><b>China Announces New Standards on Edible Alcohol FAIRS Subject Report Beijing China - Peoples Republic of 10/20/2015</b></p>  |



Report Highlights: On September 4, 2015, China notified the WTO of the National Food Safety Standard on Edible alcohol, issued by the National Health and Family Planning Commission (NHFPC), as SPS/N/CHN/990. The deadline for submission of final comments to China is November 3, 2015. This Standard partially replaces (GB 10343-2008) on Edible Alcohol. This standard pertains to aqueous alcohol which uses grains, potatoes, molasses or other edible crops as ingredients, produced through fermenta...

[China Announces New Standards on Edible Alcohol Beijing China - Peoples Republic of 10-19-2015](#)

**China Announces New Standards on Fermented Vinegar|FAIRS Subject Report|Beijing|China - Peoples Republic of|10/20/2015**

On September 4, 2015, China notified the WTO of the National Food Safety Standard on Fermented Vinegar (GB 8954—XXXX), issued by the National Health and Family Planning Commission (NHFPC), as SPS/N/CHN/992. The deadline for submission of final comments to China is November 3, 2015. This Standard partially replaces (GB 8954-88) on Hygienic Specifications of Vinegar Factory. This standard pertains to vinegar production, and it specifies the essential requirement and management rule for site, fa...

[China Announces New Standards on Fermented Vinegar Beijing China - Peoples Republic of 10-19-2015](#)

**Standard for Food Additive Use - GB2760-2015|FAIRS Subject Report|Beijing|China - Peoples Republic of|5/4/2015**

On December 24, 2014, the National Health and Family Planning Committee of China issued the National Food Safety Standard for Food Additive Use (GB2760-2014), which will be implemented on May 24, 2015. The new standard (1) adds the food additives approved by NHFPC for use in foods in accordance with the issuance of GB2760-2011; (2) modifies the “Carry-Over” principles; (3) removes the list of “gum-based substances in chewing gum and the ingredients”; (4) modifies the provisions for use of fo...

[Standard for Food Additive Use - GB2760-2015 Beijing China - Peoples Republic of 4-28-2015](#)

**China's General Hygiene Regulation for Food Production (GB14881)|FAIRS Subject Report|Beijing|China - Peoples Republic of|2/25/2015**

On May 24, 2013, China released the National Food Safety Standard of General Hygiene Regulations for Food Production (GB14881-2013), which became effective on June 1, 2014. This standard also serves as the basic foundation for Chinese inspections against overseas food manufacturing facilities seeking registration for export under China's Decree 145. This report provides an updated unofficial translation of the standard but also aims at providing further clarity on where to interpret these re...

[China's General Hygiene Regulation for Food Production \(GB14881\) Beijing China - Peoples Republic of 2-24-2015](#)

**China's National Food Safety Standard on Nut and Seed Food|FAIRS Subject Report|Beijing|China - Peoples Republic of|2/17/2015**

On December 31, 2014, China's National Health and Family Planning Commission (NHFPC) published its final rule, the National Food Safety Standard on Nut and Seed Food (GB 19300-2014). This rule will replace the Hygienic Standard on Roasted Food (GB 19300-2003) and the Hygienic Standard on Food of Nuts (GB 16326-2005), and will take effect on May 24, 2015. China originally notified the National Food Safety Standard on Nut and Seed Food to the WTO as G/N/SPS/CHN/523 during its draft stage in 2012...

[China's National Food Safety Standard on Nut and Seed Food Beijing China - Peoples Republic of 2-12-2015](#)

**Maximum Levels of Contaminants in Foods |FAIRS Subject Report|Beijing|China - Peoples Republic of|1/15/2015**

On November 13, 2013, China released the National Food Safety Standard of Maximum Levels of Contaminants in Foods (GB 2762—2012), which became effective on June 1, 2014. The standard sets limits for lead, cadmium, mercury, arsenic, tin, nickel, chromium, nitrite, Benzo[a]pyrene, N-nitrosodimethylamine, polychlorinated biphenyl, 3-chloro-1, 2-propanediol in foods. This report provides an unofficial translation of the standard.

[Maximum Levels of Contaminants in Foods Beijing China - Peoples Republic of 12-11-2014](#)

**Maximum Levels of Mycotoxins in Foods|FAIRS Subject Report|Beijing|China - Peoples Republic of|1/15/2015**

On April 20, 2011, China released the National Food Safety Standard of Maximum Levels of Mycotoxin in Foods (GB 2761-2012), which became effective on October 20, 2011. This standard sets limits for Aflatoxin B1, Aflatoxin M1, Deoxynivalenol, Patulin, Ochratoxin A and Zearalenone in foods. This report provides an unofficial translation of the standard.

[Maximum Levels of Mycotoxins in Foods Beijing China - Peoples Republic of 12-29-2014](#)

**Standards for Uses of Food Additives - Part I|FAIRS Subject Report|Beijing|China - Peoples Republic of|1/12/2015**

On August 2, 2010, China's Ministry of Health notified to the WTO the National Food Safety Standard on National Food Safety Standard - Standards for Uses of Food Additives as G/SPS/N/CHN/308. The standard (GB2760-2011) specifies the principles for application of food additives, allowed food additive varieties, scope of application, and maximum level or residue levels. The final version was published on April 20, 2011 and implemented on June 20, 2011. This report contains an UNOFFICIAL translat...

[Standards for Uses of Food Additives - Part I Beijing China - Peoples Republic of 7-15-2011](#)

**Standards for Uses of Food Additives - Part II|FAIRS Subject Report|Beijing|China - Peoples Republic of|1/12/2015**

Second part of standard GB2760-2011.

[Standards for Uses of Food Additives - Part II Beijing China - Peoples Republic of 7-15-2011](#)