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**Report Highlights:**

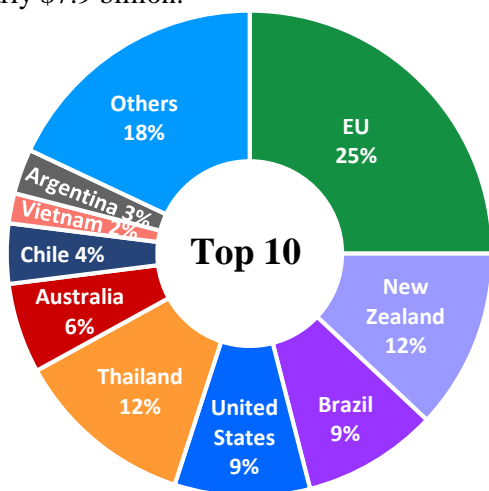
China is on track to be the leading export destination for U.S. agricultural products for a third consecutive year. Despite the economy's anticipated challenges in 2023, demand for U.S. agricultural products remains strong. In December 2022, China announced changes to its pandemic response policy, signaling a shift that removes previous restrictions that impacted food and agricultural trade and marketing. Until these policy changes become clearer, U.S. exporters are encouraged to follow U.S. government travel recommendations and continue engaging with Chinese stakeholders via online meetings, matchmaking events, conferences, and trade shows. This report provides practical tips for U.S. agricultural, forestry, and fishery exporters on how to conduct business in China, including information on local business practices, a review of consumer preferences, food standards and regulations, and import and inspection procedures.

**Executive Summary**

China's gross domestic product in 2021 reached RMB 114.4 trillion (US\$17.7 trillion), showing an increase of about RMB 13 trillion (US\$3 trillion) compared to 2020, or 8.1 percent growth year-on-year, according to the National Bureau of Statistics (NBS). U.S. agricultural exports to China totaled about \$33 billion in 2021, up from \$26.4 billion in 2021, again making it the largest market for U.S. agricultural exports. In 2021, imports of consumer-oriented food products from the world reached \$102 billion, an increase of 14.83 percent compared to 2020.

**Imports of Consumer-Oriented Products**

In 2021, China imported consumer-oriented agricultural products from the United States worth nearly \$7.9 billion.



**Food Processing Industry**

In 2021, China accounted for more than half of global food and beverage revenue. Production volume increased by 6.3 percent in 2021 despite continued COVID-19 lockdowns and outbreaks. Both food processing and manufacturing remain steady, and China imports the bulk of its higher-value products while relying on domestic production for the bulk of food processing ingredients.

**Food Retail Industry**

In 2021, the total retail sales of consumer goods increased 12.5 percent over the previous year. By retail format, convenience stores realized the largest increase in sales at 16.9 percent.

**Quick Facts**

**2021 Imports of Consumer-Oriented Products**

\$102 billion \*

**Top 10 Imports of Consumer-Oriented Products\***

- |                        |                           |
|------------------------|---------------------------|
| 1) Seafood             | 2) Dairy products         |
| 3) Pork products       | 4) Beef and beef products |
| 5) Meat products NESOI | 6) Poultry & products     |
| 7) Tree nuts           | 8) Distilled Spirits      |
| 9) Wine & beer         | 10) Bakery Products       |

**Retail Industry Gross Sales (USD \$ trillion)**

Total retail sales: \$6.04

Online sales: \$1.81

**Top 10 Supermarket Chains**

CR-Vanguard, RT-Mart, Yonghui, Wal-Mart, Lianhua, Hema, Wu-Mart, Carrefour, Jiajiayue, Bubugao

**GDP/Population (2021)**

Population: 1.4 billion

GDP (current US\$): \$17.7 trillion

GDP per capita (current US\$): \$12,551

Per capita food expenditure: \$1295

**Sources:** Trade Data Monitor (TDM) and the 2021 China Statistic Book

\*Note: food and beverages; includes seafood.

**SWOT**

Strength	Weakness
<ul style="list-style-type: none"> <li>U.S. food products are perceived as high quality and safe, offer a wide selection.</li> </ul>	<ul style="list-style-type: none"> <li>Increased tariffs and bilateral political uncertainty.</li> <li>Continued COVID-19-related import and logistics challenges</li> </ul>
Opportunity	Threat
<ul style="list-style-type: none"> <li>Increasing health awareness</li> <li>Online and fresh grocery delivery.</li> <li>The U.S. – China Phase One Trade Agreement expanded market access.</li> </ul>	<ul style="list-style-type: none"> <li>Consumers increasingly trust domestic food production, processing, and safety.</li> <li>Reduced disposable income caused by macroeconomic headwinds.</li> </ul>

## SECTION I. MARKET OVERVIEW

In December 2022, the People's Republic of China (PRC) announced an easing of its strict "zero Covid" policy. This policy change spurred many analysts to revise China's 2023 GDP growth forecast from 3 to 4 percent to over 5 percent. While the government has plans to stimulate consumer demand and reduce rural poverty, a shrinking workforce and property sector are expected to constrain growth.

General Administration of Customs announced that starting January 8th, 2023, all nucleic acid testing requirements for the entry of imported cold and non-cold food will be abolished.

China's consumer market is complex and diverse. Since the pandemic, consumer purchasing behavior has become more digital, with more than 842 million online shoppers. Consumers have become more lifestyle-focused (eating better, enjoying time at home).

The [U.S.-China Economic and Trade Agreement](#) continues to support the growth in U.S. food and agricultural exports to China (notably soybeans, pork, corn, and beef). China has continued to waive retaliatory tariffs on imports of certain U.S. agricultural products (see GAIN report [CH2022-0131](#)), and the case-by-case application of tariff exclusions on other products has generally been smooth (see GAIN report [CH2020-0017](#)).

Advantages	Challenges
U.S. food and agricultural products are perceived as high-quality products. Cooperator and Agricultural Trade Office (ATO) promotions reinforce the reputation of U.S. products as safe and healthy.	Lingering COVID control measures at the port may still pose challenges for Custom clearance.
Most consumers aged 18-50 consider western style restaurants classic or trendy. Imported food and agricultural products in restaurants carry higher prices and are considered superior quality.	Because of the costs and inconvenience of COVID-19 control measures on the distribution and use of imported foods over the past few years, food service operators may have switched to domestic alternatives and may not readily change back to imported products.
A population of 1.4 billion, 65 percent urbanization, and a growing middle class create strong demand and potential for consumption of imported food and agricultural products	Some U.S. products are subject to higher tariffs than comparable products from countries with beneficial trade agreements.
Trade shows with USA Pavilions and educational seminars bridge the gap for importers unfamiliar with U.S. food and agricultural products.	Political tensions with trade partners and an economic downturn undermine importer confidence in China

## *Key Takeaways*

**Be Patient:** Chinese importers know there is consumer demand for and value in U.S. products. Some importers perceive the risks of tariffs and bilateral tensions as too great. China's regulatory system can also be inconsistent.

**Embrace Change:** As in other countries, Chinese companies adapted to bring trade shows, meetings, and promotions online for business-to-business (B2B) engagements. Increases in online sales of food and food products drove business-to-consumer (B2C) spending. With international travel only starting to reopen, consider online events. Identify your target market early and meet them where they are. Explore a platform that works for Chinese and U.S. audiences and be prepared to devote considerable time to coordination, mitigating technical difficulties and preparations.

**Tailor Product Offerings:** Regions in China have distinct taste preferences and styles. Focus on one or two regions where your products match or can be modified to fit regional taste or demand preferences. Also, keep in mind that online sales allow smaller units to be sold to private buyers.

**Product Education:** As some U.S. products may not be priced as competitively as in other countries, be prepared to collaborate with partners to educate end-users about the quality, standards, grades, cuts, and freshness of products. These efforts will add value to products and detail why U.S. exports are a superior choice.

## **Recent Food and Agricultural Product Trends**

- Consumers increasingly want high-quality, healthy, convenient food solutions. Top processed food products exported to China in 2022 were processed or prepared dairy, prepared or preserved meat, vegetables, pulses, syrups, sweeteners, and fruit (canned, dried, frozen).
- Local manufacturers highlight their products' environmentally friendly production, packaging, and distribution features, reflecting increasing consumer interest in them.
- Pet food and packaged foods (including breakfast cereals, baked goods, sauces, and condiments) are also trending up. Simultaneously, supermarket and convenience store outlets are expanding to smaller outlets in communities.
- National pride and improved quality underpin support for Chinese-made, manufactured, and grown products.
- Growing middle incomes lead people to 'upgrade' their eating habits to items once considered luxuries such as imported tree nuts, prepared food, wine, snack foods, and live seafood.

## SECTION II. EXPORTER BUSINESS TIPS

**The Chinese export market is large, competitive, and complex; competition is fierce.**

Exporters must remain up to date, connected with importers, and prepared to invest in marketing. For the best chance of success, exporters should familiarize themselves with current and forecasted market data. See Section VI (Trade Assistance for Exporters) for further resources.

**Protect your brand early** by registering patents and trademarks with the China Trademark Office (CTMO). China has a 'first-to-file' policy for trademark registration.

### Market Research

**Research** the target market with the objectives of your company in mind. Marketing a range of products may spread resources too thin to penetrate the market. Focus on marketing one or two products well and discuss your strategy with a local representative who understands China's economy and needs. FAS provides free market research reports available via [GAIN](#).

**Visit China.** Working through a local business consultant can be viable until international travel normalizes. Local partners and distributors are especially useful for smaller companies without large marketing budgets. They can assist with marketing and taking orders. Check the State Department for the latest [travel information](#) and requirements

**Connect online** through marketing events, trade shows, meetings, and conferences. Consider [FAS' tips for virtual marketing](#). Some exporters host their online marketing events, from live streaming harvest, industry conferences, and online tastings, be creative with how you reach and engage with importers.

**Effective marketing campaigns** often impact purchasing decisions. Joining more extensive campaigns with FAS and State and Regional Trade Groups, including [Food Export-Midwest](#) and [Food Export-Northeast](#), [Southern United States Trade Association \(SUSTA\)](#), and [Western United States Agricultural Trade Association \(WUSATA\)](#) can draw more attention than individual promotions and are more cost-effective.

### Local Business Customs and Trends

Understanding China's business and cultural customs and the current bilateral U.S.-China relationship is key to establishing and maintaining business relationships.

**Communication.** Chinese communication styles are generally more subtle than typical western ones, though regional differences exist. Hire an interpreter who can help with both the language and the meaning.

**Business cards (and WeChat).** The exchange of business cards with information in English and Chinese is still accepted, but in some cases phasing out in favor of digital connections. WeChat, an online messaging, and payment platform, is ubiquitous in establishing and maintaining communication, sometimes replacing email. View your contact's posts to understand their business interests and opportunities. The built-in translation tool is also generally good.

**Plan accordingly** to avoid the Chinese holidays. The two largest and longest public holidays are the Mid-Autumn Festival/Golden Week (first week of October) and the Lunar New Year (one-to-two weeks, mid-January to mid-February), when most businesses close. Most holidays follow the lunar cycle so the dates will vary.

### **SECTION III. IMPORT FOOD STANDARDS & REGULATIONS AND PROCEDURES**

The United States' food and agricultural legal, commercial, reporting, and enforcement systems differ from China's. Furthermore, China revises its procedures regularly and often without warning, making it challenging to understand and stay current with the systems. Exporters are encouraged to use all resources available to avoid as many customs' clearance problems as possible.

The five USDA FAS offices across China (see the contact information at the end of the report) can support exporters and routinely publish reports on new policies and developments. You can view recent reports about China or search for reports by topics or keywords via [GAIN](#). The General Administration of Customs (People's Republic of China) also lists laws, regulations, and decrees on its [website](#).

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. This report is an index of agricultural product import regulations and standards.

The USDA Animal and Plant Health Inspection Service (APHIS) has an office in Beijing. APHIS ensures that U.S. agricultural and food products exported to China meet entry requirements and resolve unjustified sanitary and phytosanitary issues. The APHIS [website](#) provides information for U.S. exporters on plant and plant products, animal, and animal products, including relevant international regulations.



The USDA Food Safety Inspection Service (FSIS) has an office in China. [The FSIS Export Library](#) for China provides detailed guidelines on eligible (and ineligible) food products for export to China. FSIS often works closely with U.S. exporters to meet entry requirements for U.S. meat products and resolve sanitary and phytosanitary issues.

**Labeling:** According to the International Trade Administration, incorrect labeling is the most common reason products do not pass customs. All U.S. food exports must include labeling in either English and Chinese or just Chinese. More on this is [in the FSIS library](#). Some products also require a China Compulsory Certification (CCC) mark. [China Customs](#) provides detailed information on tariffs, declarations, certificates, and more. Search by product or H.S. code. See the [World Trade Organization's](#) website for more tariff resources and databases.

**China's Tariff Exclusion:** The PRC's retaliatory Section 232 and 301 tariffs make U.S. products less price competitive. The PRC's Section 301 tariff exclusions process on some products from the U.S. is still in place. Though Chinese importers can only undertake the process, U.S. exporters should be aware of the process, tariff rates, and how it may affect pricing. A consolidated GAIN report [CH2020-0017](#) outlines the process and a consolidated tariff rate table by H.S. code.

**Trademarks and Patents Market Research:** See SECTION II (Protect your brand). In addition, note that trademark copyright can take [18 months to process](#) in China. Plan well before exporting to China to ensure you are as protected as possible from intellectual property theft and rights violations.

### Facility Registration

Before shipping, exporters should verify that their production or cold storage facilities, or companies, as appropriate, are registered with the General Administration of Customs of the People's Republic of China (GACC). If a product from an improperly registered facility arrives in China or is shipped before GACC approves the registration, the exporter should expect that it will be detained at port. If a shipment is detained, Please refer to the instructions in [Clearing Detained Shipments Unofficial Guidance](#).

Decrees 248, 177, and other decrees and protocols, require foreign suppliers of most food and feed products to register. Decree 248 is a production and cold storage facility registration measure that applies to most food products exported to China. Decree 177 is a company registration measure that applies to most grains. There are also a variety of other decrees and protocols, which may overlap with Decrees 248 and 177, that require registration. As of the date of publication, the most current information on Decree 248 is in the following GAIN report: [Decree 248 Product List](#). Pages 37 and 38 of the [2022 FAIRS report](#) contain the most recent information on Decree 177. The FAIRS report also gives an overview of other registration and import requirements.

China's registration requirements change without notification, so exporters are strongly encouraged to maintain active communication with their importers and to check for updates in the [GAIN system](#). More details on the Decree 248 process are available in [Decree 248 Single Window User Manual and Training](#). The report [Introduction to Decree 248](#) explains the self-registration process and has an extensive Question-and-Answer section.

## **SECTION IV. MARKET SECTOR STRUCTURE AND TRENDS**

### **Retail Industry**

In 2021, the total retail sales of consumer goods increased by 12.5 percent over the previous year. By retail format, convenience stores realized the largest increase in sales at 16.9 percent. Traditional hypermarkets lost market share to e-commerce platforms and retailers offering fast delivery services. Due to COVID-19 fears, online platforms also gained significant market share among senior citizens, who had previously been relatively more hesitant to shop online. Please see the latest [Retail Food](#) report for further information.

### **Hotel, Restaurant, and Institutional (HRI) Industry**

In China, premium imported food and beverage products are typically introduced first in hotel restaurants, then in stand-alone restaurants. Most international hotel chains employ experienced and well-trained chefs who understand international food ingredients.

Chinese cuisine is diverse, with each region having a unique flavor palette. Hot pot remains popular across many regions, and each locale has its own style. Barbecue restaurants are probably the most prominent restaurant trend during the COVID-19 pandemic.

In 2021, chain restaurants accounted for only 18 percent of total restaurants in China, compared to 59 percent in the United States and 58 percent in Japan. No centralized supply chain exists that can serve all restaurants. Please find the latest Retail Food report for further information. For the latest HRI report, please visit the FAS [GAIN](#) system

### **Food Processing Sector**

Already upgrading their consumption habits to include more quick-serve and processed foods, pandemic impacts have led consumers to focus more on the nutrition and health of these products. During the COVID-19 pandemic, consumer demand for shelf-stable products has grown. Quick-frozen and quick-prepare meals are also in demand from consumers and food service who seek easy solutions to food preparation. The U.S. continues to be a major supplier of premium ingredients to the sector.

To stay competitive, food processing companies are responding to the changing demand and increasingly touting their products' safety, health, and nutrition. Consumers are checking nutrition labels and ingredient lists on the packaging. There is also a move toward less processed or sugary foods with a shorter shelf life. Replacement and light meals are popular with young consumers in first-tier cities. Please see the latest [Food Processing Sector](#) report for further information.



## SECTION V. AGRICULTURAL and FOOD IMPORTS

### China's Major Imports of Consumer-Oriented Products and Competition

Product Category	Imports 2021 (U.S. million)	1st Supplier (Share)	2nd Supplier (Share)	U.S. Ranking (Share)
Dairy Products	15,179	New Zealand (43%)	Netherlands (13%)	6 (5%)
Pork & Pork Products	12,757	Spain (30%)	Brazil (13%)	3 (12%)
Beef & Beef Products	12,642	Brazil (37%)	Argentina (16%)	4 (11%)
Fresh Fruit	12,000	Thailand (48%)	Chile (20%)	10 (1%)
Soup & Other Food Preparations	4,095	U.S. (23%)	Australia (17%)	1 (23%)
Meat Products NESOI	3,594	New Zealand (44%)	Australia (17%)	4 (7%)
Processed Vegetables	3,578	Thailand (74%)	Vietnam (13%)	4 (2%)
Poultry Meat & Prods. (ex. eggs)	3,512	Brazil (41%)	U.S. (31%)	2 (31%)
Tree Nuts	3,423	U.S. (31%)	Vietnam (11%)	1 (31%)
Distilled Spirits	2,521	France (67%)	U.K. (15%)	7 (1%)
Wine & Related Products	1,814	France (42%)	Chile (18%)	7 (2%)
Bakery Goods, Cereals, & Pasta	1,693	Hong Kong (19%)	South Korea (15%)	13 (2%)

### Overview of Top Sectors

**Meat and Poultry Products** – Consumers have an increased demand for protein.

**Snack Foods and processed products**– Products that meet health and convenience demands are well positioned to gain (tree nuts, dried fruit, and meal replacements such as smoothies).

**Pet Food** – Pet ownership is growing in the short and mid-term with imported pet food carrying cache. Ninety percent of pet food is purchased online, and foreign exporters fill 70 percent of that quota. This is because foreign pet food is believed to be more nutritional and safer for their pets. By 2023 the market is set to be worth more than US\$67 billion. U.S. exports have increased from \$63 million in 2021 to over \$233 million through the first eleven months of 2022.

**Bakery Ingredients** – Western-style bakeries and offerings are expanding as disposable incomes increase. China is expected to exceed \$50 billion per year on bakery ingredients by 2025.

**Dairy Ingredients** - U.S. dairy consumer products (i.e., cheese and infant formula) are highly respected by consumers. China's demand and consumption of dairy products and ingredients (such as whey permeate) are forecasted to continue.

## **SECTION VII. APPENDICES**

### **Appendix 1: USDA FAS Support Programs**

[Market Access Program \(MAP\)](#)– Through 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 percent 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.

[Quality Samples Program \(QSP\)](#)– QSP enables potential customers worldwide 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 a U.S. product.

[Emerging Markets Program \(EMP\)](#)– 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. EMP supports exports of generic U.S. agricultural commodities and products.

For links to these programs and several other USDA programs not referenced herein, please visit <https://www.fas.usda.gov/programs>

**USDA Endorsed Trade Shows** – USDA has multiple endorsed trade shows in China each year. U.S. exporters can meet with importers at these events and learn about the latest market developments. Please visit [USDA Endorsed Trade Shows](#) for more information.

**Appendix 2: United States Department of Agriculture in China**

<b>Organization</b>	<b>Address</b>	<b>Telephone/Fax Email/URL</b>
FAS, Office of Agricultural Affairs, Beijing	U.S. Embassy, Beijing, No. 55 An Jia Lou Rd., Chaoyang District, Beijing, China, 100600	Tel: (86-10) 8531 3600 Fax: (86-10) 8531 3636 <a href="mailto:AgBeijing@fas.usda.gov">AgBeijing@fas.usda.gov</a>
FAS, Agricultural Trade Office, Beijing This office covers Beijing, Tianjin, and Chongqing; Hebei, Henan, Shanxi, Shaanxi, Qinghai, Sichuan, Yunnan, Guizhou, Hubei, Hunan, Jiangxi, and Gansu Provinces; Xinjiang, Ningxia, and Inner Mongolia Autonomous Regions, and Tibet.	U.S. Embassy, Beijing, No. 55 An Jia Lou Rd., Chaoyang District, Beijing, China, 100600	Tel: (86-10) 8531 3950 Fax: (86-10) 8531 3974 <a href="mailto:ATOBeijing@fas.usda.gov">ATOBeijing@fas.usda.gov</a>
FAS, Agricultural Trade Office, Shanghai  This office covers Shanghai, Jiangsu, Anhui, and Zhejiang Provinces.	U.S. Consulate General Shanghai, Shanghai Centre, Suite 331, 1376 Nanjing West Road, Shanghai, China, 200040	Tel: (86-21) 6279 8622 <a href="mailto:ATOShanghai@fas.usda.gov">ATOShanghai@fas.usda.gov</a>
FAS, Agricultural Trade Office, Guangzhou  This office covers Guangdong, Guangxi, Fujian, and Hainan Provinces.	43 Hua Jiu Road, Zhujiang New Town, Tianhe District, Guangzhou, Guangdong, China, 510623	Tel: (86-20) 3814 5000 Fax: (86-20) 3814 5310 <a href="mailto:ATOGuangzhou@fas.usda.gov">ATOGuangzhou@fas.usda.gov</a>
FAS, Agricultural Trade Office, Shenyang  This office covers Liaoning, Jilin, and Heilongjiang Province	Suite 1903, North Media Building, No.167 Qingnian Street, Shenhe District, Shenyang, Liaoning	Tel: (86-24) 2318 1380 2318 1338 Fax: (86-24) 2318 1332 <a href="mailto:ATOShenyang@fas.usda.gov">ATOShenyang@fas.usda.gov</a>
Animal and Plant Health Inspection Service, Beijing	U.S. Embassy, Beijing, No. 55 An Jia Lou Rd., Chaoyang District, Beijing, China, 100600	Tel: (86-10) 8531 3030 Fax: (86-10) 8531 3033 <a href="mailto:Is.beijing.china.staff@usda.gov">Is.beijing.china.staff@usda.gov</a>
Food Safety and Inspection Service, Beijing	U.S. Embassy, Beijing, No. 55 An Jia Lou Rd., Chaoyang District, Beijing, China, 100600	Tel: (86-10) 8531 3950 <a href="mailto:beijingfsis.correspondence@usda.gov">beijingfsis.correspondence@usda.gov</a>

### Appendix 3: U.S Trade Association and Cooperator Groups in China

Note: Representative relationships are for reference purposes only and are subject to change.

Organization	Representative	Telephone/Fax/Email
Alaska Seafood Marketing Institute American Pistachio Growers California Prune Board Sunkist Growers Food Export Association of the Midwest USA and Food Export USA-Northeast SUSTA WUSATA California Fig Advisory Board Wild Blueberry Association Cherry Marketing Institute California Strawberry Commission Ginseng Board of Wisconsin	<b>SMH International</b> Unit 1606-1608, 16/F, Shanghai Two ICC, 288 South Shanxi Road Shanghai, China	Tel: 86 21 6888 9836 Fax: 86 21 5466 9609 86 139 0184 6680 Robin Wang 86 136 0187 3080 Roger Zhang Smh- shanghai@163.com Shengming@sh163.net
National Association of State Department of Agriculture Pet Food Institute	<b>Lee's Market Makers, Inc.</b> Room 1507, Flat C No. 311, Siping Road Shanghai P.R. China 200086	Tel: 86 21 55155310/ 65213847/ 65090192 Fax: 86 21 6521 6949 barbara@leesmarket.net.cn rita@leesmarket.net.cn
American Legend Cooperative California Walnut Commission (Trade Portion)	<b>Lee's Market Makers, Inc.</b> Room 1507, Flat C No. 311, Siping Road Shanghai P.R. China 200086	Tel: 86 21 55155310/ 65213847/ 65090192 Fax: 86 21 6521 6949 barbara@leesmarket.net.cn rita@leesmarket.net.cn
Brewers Association U.S. Pecan Growers Council Produce Marketing Association U.S. Cranberry Marketing Committee	<b>M.Z. Marketing Communications</b> Suite 1406, Building B, 311 Siping Road, Hanson Mansion, Shanghai, P.R. China 200081	Tel: 86 21 6521 6751 Fax: 86 21 6521 3459 info@mzmc.com.cn mabel@mzmc.com.cn
Raisin Administrative Committee U.S. Dairy Export Council Potatoes USA USA Rice Federation California Table Grape Commission	<b>PR Consultants Ltd.</b> Suite 1010, Jingan China Tower, 1701 Beijing West Road, Shanghai 200040, China	Tel: 86 21 6319 0668 Fax: 86 21 6319 0338 Admin@prcon.com

<b>Organization</b>	<b>Representative</b>	<b>Telephone/Fax/Email</b>
California Cherry Advisory Board Northwest Cherry Growers Washington Apple Commission Pear Bureau Northwest	Room 1804, Silver Center, 1388 North Shanxi Road, Shanghai 200060, China	Tel: 86 21 6149 8591 Fax: 86 21 6149 8591 Roger_apple@163.com victorwongsh@163.net
Almond Board of California	Wheelock Square, Rm 2530 1717 Nan Jing Road (West), Jing An District Shanghai, China	Tel: 86 21 6157 5138 Ms. Connie Cheung ccheung@almondboard.com
American Softwoods	Room 805, Tower 3, Wellington Garden, 183 Huai Hai Xi Road, Shanghai 200030	Tel: 86 21 6448 4401 Fax: 86 21 6448 4404 Cell: 86 139 0187 9678 Mr. Xu Fang xu_fang@amso-china.org
American Hardwood Export Council	Suite 1305 Bank of America Tower, 12 Harcourt Road Hong Kong	Tel: (852) 2724 0228 Fax: (852) 2366 8931 info@ahec-china.org John.chan@ahec-china.org
American Wool Council	Suite 401, 156 Tongji Xincun,	Tel: 86 21 6502 3824

**Attachments:**

No Attachments.