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Prepared By: Roseanne Freese

Approved By: Roseanne Freese

Report Highlights:

This report provides practical tips to U.S. agricultural, forestry, and fishery exporters on how to conduct business in China. The report includes information on local business practices, a review of consumer preferences, food standards and regulations, and import and inspection procedures. The report also provides best product prospects, with a focus on high-value consumer-oriented goods.

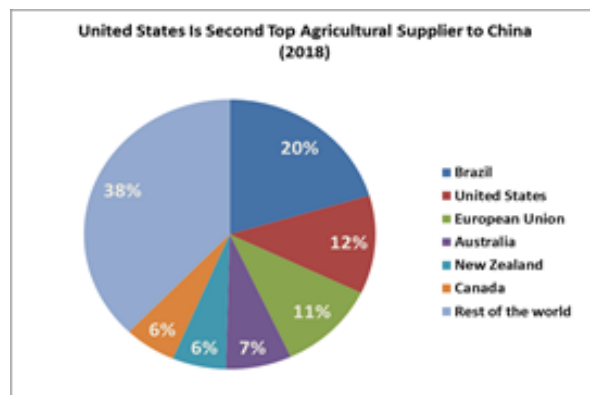
Executive Summary

As China's middle class grows, it is expected that its demand for quality and safe agricultural products from the United States will also grow. While tariffs and trade uncertainty decreased U.S. food and agricultural exports to China in 2018 and 2019, consumers continue to demand U.S. imports. Instead of one single market, China consists of several overlapping regional, cultural, and consumer markets. Exporters are urged to consider this, especially when first starting out in the market.

U.S. exports of meat and meat products, dairy, bakery ingredients, pet food, seafood, and prepared foods have the best prospects. U.S. exporters should be patient with new buyer contacts, as tariffs and trade uncertainty have made U.S. products relatively less attractive than imports from other countries. Regardless, U.S. products retain a good country-brand awareness and trust among consumers, food manufacturers, and hotel and restaurant purchasing managers.

China Overview

In 2018, the United States exported \$13.2 billion in agricultural and related products to China, a 45 percent decrease from the \$24 billion exported in 2017. Since 2018, U.S. agricultural and related exports to China



China Macroeconomics

Population: 1.39 billion and growing; largest in the world (Source: *World Factbook*)

GDP (in PPP terms): \$13.61 trillion (in 2018); second largest in the world; largest in Asia (Source: World Bank)

Gross National Income (GNI), per capita: \$9,470 (in 2018), with a growing middle class (Source: World Bank)

Agriculture:

- Accounts for 7.9 percent of China's GDP
- Accounts for 27.7 percent of workforce
- World leader (by value) of agricultural output for rice, wheat, potatoes, corn, tobacco, peanuts, tea, apples, cotton, pork, mutton, eggs, fish and shrimp

(Source: *World Factbook*)



decreased due to higher tariffs, trade uncertainty, and slowing economic growth. Major U.S. agricultural and related exports to China included soybeans, forest and fishery products, meats, dairy products, and tree nuts. Despite decreases in bulk commodity exports to China that averaged 66% in 2018, U.S. consumer-oriented product exports decreased only 2.6%.

In 2019, China experienced some of the highest food cost increases in recent years driven in large part to African Swine Fever (ASF) decimating China's pork production, which has led to cost increases of nearly all animal proteins. While its economy is still forecast to grow around 6% in 2019, this represents the country's lowest annual growth rate in three decades.

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Quick Takeaways for Exporters

Be Patient: Due to increased tariffs and trade uncertainty, importers can be reluctant to take on the perceived risks of importing U.S. food and agricultural products. Many importers see the value and consumer demand for U.S. products, but are waiting for tariffs to decrease and the trade dispute to dissipate before committing to purchases.

Tailor Product Offerings: Local cuisines and taste preferences vary by region. To improve sales, consider adapting to regional cuisines and preferences and consider putting recipes or recommended uses on the label in Chinese.

Be Consistent: Importers stress consistency as well as quality. Presentation is critical to marketing a novel U.S. product in a new urban area. Once you establish a relationship with partners, you should be in constant contact to understand sale trends and to ensure your product supply is adequate.

Invest in Education: Be prepared to work with partners to educate end-users, depending on where your products will be primarily consumed (e.g., chefs in restaurants; manufacturers in food processing; consumers in retail outlets). Because imports from other countries can be cheaper than U.S. products, educate your contacts on product standards, grades, and cuts, as well as, how to maintain product quality and/or freshness.

Strengths/Weaknesses/Opportunities/Threats Analysis	
Strengths	Weaknesses
<ul style="list-style-type: none"> - U.S. food products are perceived as safe, high quality, and sustainable. - U.S. exporters and manufacturers are perceived as trustworthy by many importers. 	<ul style="list-style-type: none"> - Increased tariffs have raised the cost of importing U.S. products. - Supply chains are fragmented and inconsistent. - International cuisine is not widely accepted. - Opaque regulations and state control of markets make entry and expansion difficult.
Opportunities	Threats
<ul style="list-style-type: none"> - Rising disposable incomes. - Growing familiarity and demand for imported food products. - The rising cost of food, especially animal protein, has made demand for imports stronger. 	<ul style="list-style-type: none"> - China has at least 16 free trade agreements with other countries. - For most product categories, domestic food production is strong and diversifying. - Rising food costs and relatively lower economic growth.

SECTION I. MARKET OVERVIEW

According to General Administration of China Customs data, in 2018 the United States dropped behind Brazil to second place among China's suppliers of total agricultural, fishery, and forestry products. Before 2018, the United States was China's largest supplier of such products for 18 consecutive years¹. In terms of consumer-oriented agricultural products, the United States was China's fourth largest supplier, behind New Zealand, Australia, and Thailand. 2018 imports of U.S. consumer-oriented products were \$2.4 billion, which is a decrease of 2.6 percent compared to 2017. Much of this decrease is due to increased Chinese tariffs on U.S. products due to the U.S.-China trade dispute, and the resulting trade uncertainty discouraging importers from purchasing U.S. agricultural and related products. For more information on China's additional tariffs on U.S. agricultural products please see GAIN reports [CH18040](#), [CH18052](#), [CH18047](#), [CH18034](#), [CH18012](#), [CH18061](#), [CH18043](#), and [CH18018](#).

SECTION I.A. Food and Agricultural Product Trends

It is expected that increasing disposable incomes and a growing urban population (see Appendix 1 for key demographic data) will continue to drive consumer demand for safe, high quality imported food products. China informally allocates government funds and resources to support urban development, with tier one cities receiving greater investment than lower-tier cities. Many consider tier-one cities to have populations over 15 million, which include Beijing, Shanghai, Guangzhou, and Shenzhen. Second-tier cities have populations of between three and 15 million. By some estimates (although there is no consensus among analysts), include nearly 100 cities across China. In 2002, 40 percent of China's urban middle class lived in just four first-tier cities. By 2022, it is estimated that only 16 percent will live in these first-tier cities. As incomes and disposable incomes rise, second-tier cities are increasingly outpacing first-tier city demand growth for imported food and beverages.

U.S. food exports face fierce competition in first-tier cities, which are already well supplied with imported foods. In second-tier cities, California wine, Alaskan king crab, and New England cranberries are now found throughout China's southwestern, central, and northern regions. Demand is expected to continue to grow as residents in these cities upgrade consumption. While China is moving ahead by leaps and bounds to improve its air, highway, and refrigeration infrastructure, there is still variation in regional food preferences. For example, some regions prefer hot and spicy food versus bland and simple. Chengdu and Sichuan may prefer innovative cuisine while regional towns, such as Xiamen and Tianjin may prefer traditional. Northeasterners love huge servings of meat, especially beef, while Southerners prefer lighter portions of seafood and poultry. Foreign cuisines and Western cooking techniques are fairly well appreciated in first-tier cities, but consumers in second- and third-tier cities are overall not well acquainted. China has a growing number of supermarket chains, which are increasingly connected to e-commerce retail, who are looking for product consistency and quality. **Exporters should see China as several overlapping regional, cultural, and consumer markets rather than one single large market.**

¹ China Customs data before 2000 were not considered.

Table 1: Recent Food and Agricultural Product Trends

General Trends in China
Trust in China’s domestic food safety oversight system remains weak, and Chinese consumers have demanded more food safety information from food manufacturers, producers, and exporters. With higher incomes, consumers are willing to pay more for premium products perceived as safe and nutritious. Food products from the United States are generally considered safe and of high quality.
E-commerce is widely used in China to purchase food products. Consumers in China will order meals, daily groceries, and food products online for delivery at higher rates than consumers in most Western countries.
The sustainability of the American seafood harvest has begun to receive greater appreciation by major importers as sustainable practices help mitigate variability in fish stock. Also, urban households, upscale grocery stores, and leading hotels in China’s major coastal cities are increasingly willing to pay more for sustainably-certified catch.
China’s food manufacturing industry has improved its capability of competing with international brands in terms of quality, safety, and innovativeness. While consumers may still have trust issues with domestically produced food, manufacturers have improved their reputation in the aftermath of several food safety scandals in the early 2000s.
On November 14, 2019, China lifted the nationwide ban on U.S.-origin poultry meat through a joint announcement (No. 177) from China’s General Administration of Customs (GACC) and Ministry of Agriculture and Rural Affairs (MARA). Chinese companies may now request import permits from GACC and import poultry from U.S. facilities registered by Chinese authorities. For more information about this process, please see the GAIN report U.S. Poultry and Poultry Products Return to China .
Pork and other animal protein prices have increased due to African Swine Fever’s (ASF) effect on hog production. Production has fallen by more than one-third since ASF was first detected in 2018. Due to higher pork prices and food safety concerns, consumers have been switching to other proteins including beef, poultry, and seafood.
Given rising food costs and a slowing economy, families are dining out less often and workers are shifting to less expensive lunch items. The hotel, restaurant, and institutional (HRI) sector is looking to cut costs due to fierce competition, and increasing labor and real estate costs. As a result, the HRI sector is looking at ways that food and beverage imports can help cut labor costs, such as by providing standardized food ingredients and pre-prepared meat and seafood portions.
Chinese consumers are increasing their purchases of pre-prepared (e.g., frozen, pre-seasoned, pre-portioned) meals. The daily purchases of fresh vegetables and meat from the local wet market has become the activity of retirees. Higher-end e-commerce and traditional retailers are carrying packaged fruits and vegetables, pre-prepared meals, and pre-portioned meats and seafood. Western cooking techniques, such as baking and roasting, are not commonly practiced.

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Table 2: Advantages and Challenges for U.S. Products

Advantages	Challenges
USDA resources in China, including five U.S. Agricultural Trade Offices and more than 40 USDA Cooperators with local representation.	New exporters frequently lack an understanding of how to enter the market and conduct business within China's business culture.
Increased purchasing power allows urban consumers, which now include millions in second-tier cities, to afford imported foods.	Tariffs on U.S. products have caused importers to shift to less expensive exporting countries, especially those who enjoy free trade agreements with China.
Logistics, cold chain, and distribution infrastructure development in second-tier cities connects more consumers with imports.	While per capita income is approaching \$10,000 per year, many consumers remain price sensitive, especially in regions outside of China's major cities.
Urbanization and e-commerce are increasing the number of consumers who have access to imported food and beverage products.	Trade agreements between China and other exporting countries have put U.S. products at a price disadvantage.
Analysts report that food and beverages made in the United States are trusted and deemed high quality by Chinese consumers.	A lack of market access and other trade barriers (e.g., facility registration) prevent U.S. exporters from taking advantage of the market.
Chinese consumers, especially the younger generation, actively seek out international experiences and products.	Logistics and supply chains can create issues for perishable food products as refrigeration and documentation is inconsistent across sectors and regions.
International culture and norms are becoming widely accepted across China (e.g., holidays, cuisine, etc.). Dining out to observe the holiday is becoming more popular.	China's One Belt, One Road initiative prioritizes investing in port, rail, and air infrastructure with competing countries, such as Russia, Vietnam, and Myanmar.
Cross-border e-commerce (CBEC) platforms offer market access, and lower taxes and import duties on a range of U.S. products.	The CBEC platform is still developing and many warehouses lack cold chain capabilities to import fresh products.
China's cold storage capacity and logistics have grown significantly in recent years.	
Nationwide China's food retail industry is transforming from single, independent restaurants, bakeries and grocery stores into major chains with outlets throughout the country. These chains are looking for quality and consistent products and ingredients.	

SECTION II. EXPORTER BUSINESS TIPS

The China market is complex, diverse, composed of several regional markets, and is constantly changing. Exporters should be aware that while this is the largest market of consumers in the world, import competition is fierce, and success often requires a company to invest a considerable amount of resources to be successful. It is recommended that exporters review, or carry out proprietary market research studies, to best understand consumer preferences and market entry strategies. Exporters should familiarize themselves with the resources available to them and determine the best way to use those resources (for more information, see Section VI Trade Assistance for Exporters). The Foreign Agricultural Service (FAS) has consumer studies, emerging city market reports, and other industry reports available to the public on the USDA Foreign Agricultural Service's [Global Agricultural Information Network \(GAIN\)](#).

SECTION II.A. Best Practices for Exporters

- **Conduct market research.** First, identify your company's objectives and carefully research the target market before developing a formal business plan. It may be more effective to market just one or two commodities/products rather than a range of products. Discuss the strategy with a local representative who understands the market and economic conditions. Take advantage of free market research reports, e-newsletters, and FAS China GAIN reports to stay current on commodity and regional trends.
- **Visit the market.** Traveling to China is highly recommended to evaluate partnerships, build connections, identify new opportunities, and plan for potential obstacles. This will also help you better realize what consumer preferences are and the style and pace of establishing connections.
- **Participate in a trade show.** Time your trip to attend a trade show, from which there are several to choose. Contact FAS Agricultural Trade Offices (ATOs) for a full list of upcoming shows and events in the region you are focusing on. You may also choose to exhibit in the USA Pavilion of [USDA-endorsed annual international trade shows](#), including Food & Hospitality China (FHC) in Shanghai each November and SIAL in Shanghai each May.
- **Find a local partner or distributor.** For smaller companies without the resources to directly market their products, a good distributor is critical to success. It is essential to find those who have established wholesale/retail outlets and relationships in the targeted market. They should not only be able to take orders for a product, but also make sure the product is properly promoted.
- **Understand the basic Chinese regulations which govern your industry/product.** China frequently introduces new food and agricultural standards and is continuously revising existing regulations. Should your product be held up due to a new requirement, work with your trade partner to obtain in writing the official requirements. FAS ATOs will work with you to clarify, resolve, or otherwise address the new requirements. Trade contacts report that Chinese regulations can sometimes be inconsistently interpreted from port to port. Do not

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assume the same rules apply to all products, nor are applied throughout all ports consistently. Your business partner or distributor is often the best resource to help you navigate import clearance issues.

- **Find your market niche and focus on it.** As the market is enormous, it is important to prioritize your market opportunities by region and segment. Be prepared to make repeat visits to the key cities in your target area.
- **Adapt your products.** Consumers often have their own preferences including flavors, packaging, and labeling. Be prepared to adapt your products to Chinese demands. Consumers welcome quality, brightly-colored packaging, prefer being able to see the contents, and prefer packaging that allows gifting, such as small packets of candy inside a larger bag of candy.
- **Invest in market promotion.** U.S. imports face strong competition from many other countries, especially those that have free trade agreements with China. Market campaigns are critical for new-to-market products, but are also usually costly. Supporting your distributor in these endeavors is important and can inspire them to continue to expand. To lessen costs, exporters are strongly advised to explore joint marketing opportunities with ATOs or with 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). These activities 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.foodexport.org, www.wusata.org, www.susta.org.
- **Protect your brand.** It is highly recommended that U.S. manufacturers register trademarks with the China Trade Mark Office (CTMO) as early as possible. This prevents trademark infringement and builds a long-term brand reputation.
 - NOTE: 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.

SECTION II.B. Cultural Considerations

In general, consumers are becoming familiar with imported food and international food culture. While some international brands have had success in China with only minor adaptations to their products, it is recommended that U.S. food and agriculture exporters carefully study the local Chinese market they wish to enter and for them to appropriately tailor their products to meet the demands of consumers. Below are some general business tips based on culture and local business practices:

- **Networking.** If possible, be introduced by a common party. Cold calls from unknown persons can be extremely difficult and it will take a long time to establish trust and respect.

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Due to language barriers, this is especially true for non-Chinese counterparts seeking to establish contacts.

- **Business cards (and WeChat).** Carry your business card with your name and company information in Chinese and English wherever you go. Even casual meetings begin with an exchange of business cards. Remember to offer your business card with both hands, and take a moment to read the card given to you by your Chinese contact. WeChat has quickly become China's de facto business communication tool, and in some cases has replaced business cards. Many businesspersons will inquire if you have a WeChat account, and will ask to "scan" you to become contacts. WeChat has a reliable in-app translation tool. Viewing the posts of your contacts is a great way to understand their business interests, activities, and travel.
- **Arrive on time.** While the Chinese generally start meetings on the agreed upon time, they are gracious concerning traffic delays. Chinese traffic patterns are often unpredictable, and traffic jams are ubiquitous at all hours. Budget ample travel time in order to be punctual at meetings. A three-mile drive may often take 30 minutes. Check with your hotel or local staff before committing to appointment times.
- **Think long-term.** Business professionals are often a little skeptical when meeting another company for the first time. Their basic expectation of the first meeting is not to make a sale but to determine reliability and a good fit. Most companies are unfamiliar with U.S. firm reputations, and want to build rapport and trust before they decide to place that first order. Since U.S. and Chinese consumer preferences are so different, taking this extra time to get to know your buyer can be beneficial.
- **Appreciate the business relationship.** Take the time to meet with your buyer and potential business partner outside of trade shows. Share meals or an evening out. This will help to warm the relationship and help you get better acquainted with other key players in the firm.

Understand local means of communication. Nearly all Chinese business professionals use WeChat, and most make it their primary method of communication. Set up a WeChat account on your smartphone (if you do not have a Chinese phone number, full account functionality may be delayed until at least one contact can verify you). Learn how to use it as its applications and features are different from U.S. social media platforms. Contacts often prefer to connect via WeChat rather than by email. Have your phone ready to scan your contact's QR code which is their WeChat account's unique logo.

- **Learn the culture and language.** Learn some simple phrases of Chinese, such as *nǐ hǎo* (hello), *zǎo shàng hǎo* (good morning), *fei chang hǎo* (wonderful).
- **Be patient.** Hold back frustration if a business negotiation is not running smoothly. Losing one's temper causes both parties to "lose face."
- **Acquire quality support.** Have a local interpreter available to assist with business meetings. They will represent you and can help you troubleshoot what is a knowledge issue

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versus a commitment issue. If traveling outside of first-tier cities, try to find a locally-recommended interpreter who speaks the local dialect. China has many local dialects and not everyone speaks Mandarin well.

- **Plan accordingly.** Be aware of the timing of Chinese holidays. The two holidays to avoid traveling during are the Mid-Autumn Festival/Golden Week (first week of October) and Lunar New Year (one-to-two weeks, mid-January to mid-February). Most holidays follow the lunar cycle and their dates may vary. Other holidays include Tomb Sweeping Day (usually one day in late March or early April); May Day (May 1); Moon Festival (usually one day in September). During these holidays, business usually slows down as people take vacations and visit family.
- **Take the time to negotiate an agreement that works for you.** Importers know that China is a lucrative market for exporters. Many Chinese buyers will ask for exclusivity deals, a large initial order quote, or specialized marketing support. Some of these requests are testing the water and may be indicators that the representative is new to importing. As to exclusivity agreements, while these can be beneficial for some companies, however a regional or limited exclusivity agreement is preferred over an all-China exclusivity agreement.

SECTION III. IMPORT PROCEDURES

China and the United States use vastly different legal, commercial, reporting, and enforcement systems for food and agricultural products. China continues to revise its regulations and standards, making U.S. understanding of China's system even more difficult. **While there are no sure ways to eliminate all import clearance problems**, the following section provides useful guidelines and links.

SECTION III.A. USDA Support with China's Regulations and Policy

USDA provides updated information to help U.S. exporters understand trade regulation and policies. The following are a few useful links to search for relevant information:

- FAS has six offices in China and each regional office's American and local staff can help resolve problems and work to advance opportunities for U.S. exporters. Visit the [FAS Overseas Office Directory](#) to locate the regional FAS office in your country/region of interest. Please also see section V for more information on contacting FAS and the U.S. agricultural trade associations who work with FAS (i.e., Cooperators).
- The USDA Animal and Plant Health Inspection Service (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 to export live animals, animal products, plants, and plant products at <https://www.aphis.usda.gov/wps/portal/aphis/ourfocus/importexport>.
- The USDA Food Safety Inspection Service (FSIS) also provides detailed guidelines on eligible (and ineligible) food products for export to China at:

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<http://www.fsis.usda.gov/wps/portal/fsis/topics/international-affairs/exporting-products/export-library-requirements-by-country/peoples-republic-of-china>

- GAIN reports provide timely information on nearly all facets of China’s agricultural production, regulatory environment, and trade developments. There are two ways to search for relevant GAIN reports:
 - **To review recent reports:** Visit <http://www.fas.usda.gov/regions/china>, and in the Data & Analysis section, click a title to review recent GAIN publications involving China. You may review more reports by clicking “View More” to the right of “Data & Analysis.”
 - **To search for specific reports:** Visit <https://gain.fas.usda.gov/> and clicking “Search” you may search for China-related GAIN reports according to product/commodity categories, trade issues, publication dates, and keywords.
- FAS provides easy access to existing trade agreements and those undergoing negotiations. At <http://www.fas.usda.gov/topics>, click “Trade Policy.”

SECTION III.A.I. Must-read GAIN reports:

- 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.
- Read the [FAIRS Country Report - Food and Agricultural Import Regulations and Standards](#). This report is an index of nearly all Chinese agricultural product import regulations and standards.

SECTION III.B. China’s Government Structure and Ministries

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 facility registration, packaging requirements, pre-clearance (if applicable), treatment options, labeling requirements, and container conditions. In most cases, Chinese importers can provide enough initial information for U.S exporters to assess trade feasibility. It is also important for U.S. exporters to know which government ministries have regulatory jurisdiction over the products they intend to export to China. China reorganized its government ministry portfolios in 2018 and created three primary food and agricultural regulatory bodies. These three new organizations are the State Administration of Market Regulation (SAMR), the General Administration of China Customs (GACC), and the Ministry of Agriculture and Rural Affairs (MARA). For more information about these regulatory bodies, see pages 4-5 of the [FAIRS Country Report - Food and Agricultural Import Regulations and Standards](#).

SECTION III.C. Suggestions to Facilitate Exports

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- After receiving a trade request from Chinese importer(s), make sure that you can export that product, and export it in its current form (e.g., powder, dried, fresh, etc.) legally. 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.
- Review the [FAIRS Export Certificate Report - Food and Agricultural Import Regulations and Standards](#), which lists, by product/commodity, the certificates required to export to China.
- When sending samples to China, be aware that some items such as animals, plants, wood, seeds, and soil cannot ship via international express services. Check with major forwarders in advance for feasibility and freight cost, which may vary depending on the sample's destination.
- Recognize that quarantine regulations may sometimes be interpreted differently by port authorities, especially for less frequently traded products. Check with your local customer or in-country agent when preparing export documents. Be sure to complete all documentation thoroughly and accurately.
- Send copies of documentation in advance, especially for first-time shipments. This can assist your importer in getting a timely release of your cargo from customs and clarifying matters with quarantine officials.
- 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 at <http://english.customs.gov.cn/service/query>.

SECTION IV. MARKET SECTOR STRUCTURE AND GROWTH SECTORS

China is the world's largest agricultural producer by volume and the world's second largest agricultural importer by value. China has consistently been the first or second top market for U.S. agricultural, fishery, and forestry product exports over the last five years. Of the U.S. agricultural products being exported to China by value, approximately 60 percent are 'bulk' products (e.g., coarse grains, soybeans, etc.); 15 percent are 'intermediate' products (e.g., hides and skins, soybean meal, etc.); 15 percent are 'consumer oriented' goods (e.g., beef, fresh fruit, alcohol, etc.); and 10 percent are 'agricultural related' products (e.g., ethanol, forestry products, and fish products). Due to higher Chinese tariffs on U.S. goods and trade uncertainty, U.S. exports of bulk commodities, forestry products, and many other products have declined significantly since 2018.

Major growth sectors in China's agricultural markets include:

- **Meats and Meat Products.** China is the world's largest importer of pork and pork products and demand for imported pork products continues to rise due to the domestic supply shortfall created by ASF's effect on domestic hog production. As pork prices rise, consumers have been switching to other proteins, such as beef and seafood. Many consumers are becoming

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wary of domestic pork and pork products, due to unfavorable stories of ASF's effects on the quality of domestically produced pork and pork products.

- **Dairy.** As living standards rise and disposable incomes increase, it is expected that there will be rising demand for proteins in the Chinese diet, especially dairy protein. Market analysis shows that imported infant formula, whey protein, protein concentrate, cheese, and milk products are perceived favorably by consumers. Consumers throughout the country consider U.S. dairy products safe and high quality.
- **Pet Food.** Pet ownership in China has consistently grown in recent years. According to a *Euromonitor* report, in 2017, 5.6 percent of households owned a dog and 1.5 percent owned a cat. The market for pet food grew 34.5 percent in value to reach CNY 9.9 billion (USD \$1.58 billion)². Increasing pet ownership – combined with rising household income levels and a general health and wellness trend – encourages the purchase of high-quality and nutritional pet food.
- **Baking Ingredients.** China's baking sector continues to expand and offers great potential for wheat, dairy, tree nuts, dried fruit, and fresh fruit exporters. China's food manufacturing industry is largely unable to provide the breadth and quality of baking ingredients to the domestic bakery sector. Bakeries tend to cater to wealthier consumers who appreciate the premium, high quality, and consistent ingredients for which the United States is famous.
- **Seafood.** The Chinese can increasingly afford high-end, even live, seafood products. Despite trade headwinds, U.S. seafood imports remained relatively stable in 2018, with U.S. exports reaching a little more than \$1 billion. Hotels and restaurants compete to attract consumers with the highest quality seafood. Many consumers also view seafood as a healthy protein alternative to pork, especially for young children.
- **Convenient Ready-to-Eat Foods.** For the first time in four years, market demand for instant noodles and other low-cost consumer items is rising. Sales of hot dogs, ham, steamed buns, and fried chicken are rising as commute times grow and consumers eat on the move. Households and individuals having less time to prepare full meals at home. Sales of healthy snacks, beverages, and prepared foods are growing to meet the needs for convenience.
- **Fruit and Dairy Based Beverages.** China's beverage manufacturing sector is growing nearly 20 percent annually. Consumers are increasingly interested in natural, healthy, and convenient ready-to-drink smoothies, yogurts, and juices. Food manufacturers, retail outlets, hotels, and restaurants are looking for high quality ingredients, which are standardized and can be easily introduced to prepare higher quality drinks.³

SECTION V. TRADE ASSISTANCE FOR EXPORTERS

SECTION V.A. Foreign Agricultural Service in China

In addition to its Washington, D.C. staff, FAS has six in-country offices. These offices are staffed by agricultural attachés and locally hired agricultural experts. FAS staff identify problems, provide practical solutions, and work to advance opportunities for U.S. agriculture and support U.S. foreign policy around the globe. For more information on the types of programs

² *Euromonitor International*. Cat/Dog Food in China (May 2017).

³ *China Statistical Yearbook 2018; China Food Industry Association's internal Food Industry Summary report; China Food Industry Association's Food industry Development Status in the First half of 2018 internal report.*

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and support available to U.S. exporters, please see Appendix 2. For FAS China Office contact information, please see Appendix 3.

SECTION V.B. USDA Trade Associations in China

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. For a complete list of USDA Cooperator Market Development Program Participants, please refer to <https://apps.fas.usda.gov/pcd/PartnersSearch.aspx>. For the contact information for the U.S. trade associations and for the state agricultural offices in China, please see Appendix 4 and Appendix 5.

SECTION VII. APPENDICES

Appendix 1: Key Demographics

	2017	2018	Change (%)
Total	1,390,080,000	1,395,380,000	0.38
Urban	813,470,000	831,370,000	2.2

Source: China Statistical Yearbook 2019

Per Capita Income & Expenditures of Urban Households

	2017 (RMB)	2018 (RMB)	Change (%)
Per Capita Disposable Income of Urban Households	36,396	39,250	7.8
-Low-Income Quintile (20%)	13,723	14,386	4.8
-Low-Middle-Income Quintile (20%)	24,550	24,856	1.2
-Middle-Income Quintile (20%)	33,781	35,196	4.2
-Middle-High-Income Quintile (20%)	45,163	49,173	8.9
-High-Income Quintile (20%)	77,097	84,907	10.1
Per Capita Expenditure of Urban Households			
Consumption Expenditure	244,45	26,112	6.8
-Food, Tobacco and Liquor	7,001	7,239	3.4
Cash Consumption Expenditure	20,329	21,287	4.7
-Food, Tobacco and Liquor	6,861	7,099	3.5

Source: China Statistical Yearbook 2019

Per Capita Consumption of Major Foods of Urban Households

	2017 (kg)	2018 (kg)	Change (%)
Grain (unprocessed)	109.7	110.0	0.3
-Cereal	98.6	98.8	0.2
-Tubers	2.3	2.4	4.3
-Beans and Bean Products	8.8	8.8	0.0
Oil or Fat	10.7	9.4	-12.1
-Edible Vegetable Oil	10.3	8.9	-13.6
Vegetables and Mushrooms	106.7	103.1	-3.4
-Fresh Vegetables	102.5	99.0	-3.4
Meat	29.2	31.2	6.8
-Pork	20.6	22.7	10.2
-Beef	2.6	2.7	3.8
-Mutton	1.6	1.5	-6.3
Poultry	9.7	9.8	1.0
Aquatic Products	14.8	14.3	-3.4
Eggs	10.9	10.8	-0.9
Milk and Dairy Products	16.5	16.5	0.0
Melons and Fruits, Dried and Fresh	59.9	62.0	3.5
-Fresh Melons and Fruits	54.3	56.4	3.9
-Nuts and Processed Products	4.3	4.1	-4.7
Sugar	1.3	1.3	0.0

Appendix 2: Selected 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% 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 \(QSP\)](#) - 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 \(EMP\)](#) – 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 programs not referenced herein, please visit <http://www.fas.usda.gov/programs>.
- [USDA Endorsed Trade Shows](#) – USDA has multiple endorsed trade shows in China every year. At these events, U.S. exporters have opportunities to meet with importers and learn about the latest market developments. FAS highly encourages exporters to plan a market visit around the time of USDA endorsed and/or otherwise FAS-supported/attended trade shows.

Exporter Guide: China

Appendix 3: United States Department of Agriculture in China

Organization	Address	Contact Information
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 AgBeijing@fas.usda.gov www.usdachina.com
FAS, Agricultural Trade Office, Beijing	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 ATOBeijing@fas.usda.gov www.usdachina.com
FAS, Agricultural Trade Office, Shanghai	U.S. Consulate General Shanghai, Shanghai Centre, Suite 331, 1376 Nanjing West Road, Shanghai, China 200040	Tel: (86-21) 6279-8622 ATOShanghai@fas.usda.gov www.usdachina.com
FAS, Agricultural Trade Office, Guangzhou	43 Hua Jiu Road, Zhujiang New Town, Tianhe District, Guangzhou, Guangdong, China 510623	Tel: (86-20) 3814-5000 Fax: (86-20) 3814-5310 ATOGuangzhou@fas.usda.gov www.usdachina.com
FAS, Agricultural Trade Office, Chengdu	Suite 1222, Western Tower No.19, 4th Section, South Renmin Road, Wu Hou District, Chengdu, Sichuan, China 610041	Tel: (86-28) 8526-8668 Fax: (86-28) 8526-8118 ATOChengdu@fas.usda.gov www.usdachina.com
FAS, Agricultural Trade Office, Shenyang	Suite 1903, North Media Building, No.167 Qingnian Street, Shenhe District, Shenyang, Liaoning, China 110014	Tel: (86-24) 2318-1380 Fax: (86-24) 2318-1332 ATOShenyang@fas.usda.gov www.usdachina.com
Animal and Plant Health Inspection Service, Beijing (USDA/APHIS)	U.S. Embassy, Beijing, No. 55 An Jia Lou Rd., Chaoyang District, Beijing, China, 100600	Telephone: (86-10) 8531-3030 Fax: (86-10) 8531-3033 IS.Beijing.China.Staff@usda.gov
Food Safety and Inspection Service's (FSIS)	U.S. Embassy, Beijing, No. 55 An Jia Lou Rd., Chaoyang District, Beijing, China, 100600	Telephone: (86-10) 8531-3983 Dunnrn@state.gov

Exporter Guide: China

Appendix 4: U.S Trade Association and Cooperator Representatives in China

Note: Personnel and representation agreements may change without notice.

Organization	Address	Telephone/Fax/Email
<ul style="list-style-type: none"> • Alaska Seafood Marketing Institute • American Pistachio Growers • California Prune Board • Sunkist Growers • California Milk Advisory Board • Food Export Association of The Mid-west USA • Food Export Northeast USA • Southern United States Trade Association • Western United States Agricultural Trade Association • California Fig Advisory Board • Wild Blueberry Association • Cherry Marketing Institute • California Strawberry Commission 	<p>SMH International Unit 1606-1608, 16/F Shanghai ICC Phase II 288 South Shaanxi Road, Xuhui District Shanghai, China, 200031</p>	<p>Tel: (86-21) 5466-9608 Fax: (86-21) 5466-9609 Cell (86) 139-0184-6680 Robin Wang Cell (86) 1360-187-3080 Roger Zhang Email: shengming-roger@outlook.com Smh-shanghai@163.com</p>
<ul style="list-style-type: none"> • American Legend Cooperative • National Association of State Department of Agriculture 	<p>Lee's Market Makers, Inc. Room 1507, Flat B No. 311, Siping Road Shanghai, China, 200086</p>	<p>Tel: (86-21) 6509-0192 Fax: (86-21) 6521-6949 Email: barbara@leesmarket.net.cn</p>
<ul style="list-style-type: none"> • Brewers Association • U.S. Pecan Growers Council • Produce Marketing Association • U.S. Cranberry Marketing Committee 	<p>M.Z. Marketing Communications Suite 1406, Building B, 311 Siping Road, Hanson Mansion, Shanghai, China 200081</p>	<p>Tel: (86-21) 6521-6751 Fax: (86-21) 6521-3459 Email: info@mzmc.com.cn</p>
<ul style="list-style-type: none"> • Ginseng Board of Wisconsin • Raisin Administrative Committee • U.S. Dairy Export Council • U.S. Potato Board • USA Rice Federation 	<p>PR Consultants Ltd. Suite 1010, Jingan China Tower, 1701 Beijing West Road, Shanghai, China, 200040</p>	<p>Tel: (86-21) 6319-0668 Fax: (86-21) 6319-0338 Email: Admin@prcon.com</p>

Exporter Guide: China

<ul style="list-style-type: none"> California Cherry Advisory Board Northwest Cherry Growers Washington Apple Commission California Table Grape Commission Pear Bureau Northwest 	Room 1804, Silver Center, 1388 North Shanxi Road, Shanghai China, 200060	Tel: (86-21) 6149-8591 Fax: (86-21) 6149-8591 Email: Roger_apple@163.com victorwongsh@163.net
Almond Board of California	Rm 2530 Wheelock Square, 1717 Nan Jing Road (West), Jing An District, Shanghai, China	Tel: (86-21) 6157-5138 Cell: (86) 1350-184-3034 Email: Mr. Patrick Xiao pxiao@almondboard.com
American Softwoods	Room 805, Tower 3, Wellington Garden, 183 Huai Hai Xi Road, Shanghai, China, 200030	Tel: (86-21) 6448-4401 Fax: (86-21) 6448-4404 Cell: (86) 1390-187-9678 Mr. Xu Fang Email: xu_fang@amso-china.org
American Hardwood Export Council	Suite 1305, Bank of America Tower, 12 Harcourt Road, Hong Kong (Covers Greater China)	Tel: (852) 2724-0228 Fax: (852) 2366-8931 Email: info@ahec-china.org John.chan@ahec-china.org sharon.shek@ahec-china.org
American Wool Council	Suite 401, 156 Tongji Xincun, Shanghai, China, 200081	Tel: (86-21) 6502-3824 Cell: (86) 1360-196-7796 Email: kittygushyers@hotmail.com kitty.shanghai@gmail.com
APA – The Engineered Wood Association -- Shanghai	<i>Shanghai Office</i> Room 605, No. 333 South Suzhou Road, Huangpu District, Shanghai, China	Tel: (86-21) 6329-2558 Fax: (86-21) 6329-7375
APA – The Engineered Wood Association -- Chongqing	<i>Chongqing Office</i> B-22-3, Gangtian Building, No 192, Zhongshan 2nd Road, Yuzhong District, Chongqing City, China	Tel: (86-23) 6321-4200 Fax: (86-23) 6353-0958 Cell: 86-1363-792-5198 Mr. Mark Chen Email: chenxiaofeng@vip.163.com

Exporter Guide: China

Blue Diamond Almonds	PO Box, No. 11747, General Post Office, Hong Kong	Tel: (852) 9091-4184 Fax: (852) 2661-7282 Email: klui@klconsultants.com.hk
California Wine Institute	Mr. Christopher Beros, Asia Director Pineapple Room, No.11, Third Floor TaiXing Road No 89, JingAn District, Shanghai, China 200041	Tel: (86-21) 5237-9820 Fax: (86-21) 5237-9821 U.S. Mobile: 415-317-1509 China Cell: (86) 1381-689-0072 Email: Cberos@calchinawine.com
Cotton Council International	Cotton Council International 20/F Zoroastrian Building 101 Leighton Road Causeway Bay, Hong Kong	Tel: (852) 2890-2755 Fax: (852) 2882-5463 Cell: (852) 6299-6339 Cell: (86) 1360-125-0297 Email: kmalmstrom@cotton.org ; cci-hongkong@cotton.org
Cotton Incorporated	Suite 2309-2310, Plaza 66, 1266 West of Nanjing Road, Shanghai, China 200040	Tel: (86-21) 6288-1666 Fax: (86-21) 6288-3666 Cell: (86) 1366-154-9576 Jerry Lin Email: JLin@cottoninc.com
Hazelnut Growers of Oregon		Tel: (86) 186-0218-0915 Cell: (86) 1801-267-8915 Email: Robert_c@foxmail.com
National Renderers Association, Inc.	Dr. Peng Li Asia Regional Director 21st Floor, Causeway Bay Commercial Building 1-5 Sugar Street, Causeway Bay Hong Kong	Tel: (852) 2890-2529 Fax: (852) 2576-8045 Cell: (86) 1380-288-5352 Email: li@nrahongkong.com.hk nrahkg@nrahongkong.com.hk
USA Poultry & Egg Export Council	Ms. Sarah Li Director, Greater China Region Room 1310, 13th Floor, Olympia Plaza, 243-255 King's Road, North Point, Hong Kong	Tel: (852) 2890-2908 Fax: (852) 2895-5546 E mail: hkoffice@usapeec.com.hk ; bjoffice@usapeec.org.cn

Exporter Guide: China

U.S. Dry Pea and Lentil Council	Vaan Marketing Service Co. Ltd. Room 1318, Fortune Times Building, No. 1438, Shanxi North Road, Shanghai, China, 200060	Tel: (86-21) 5299-1808 Cell: (86) 1390-182-5794 Email: lucy.dai@vaanmarketing.com
U.S. Grains Council	Room 1010C, China World Tower 1, No. 1 Jianguomenwai Avenue, Beijing, China 100004	Mr. Bryan Lohmar, Country Director Tel: (86-10) 6505-1314 Fax: (86-10) 6505-0236 Email: grainsbj@grains.org.cn
U.S. Highbush Blueberry Council	Room 810, Bldg.18, North Office Area of Ministry of Agriculture, Chaoyang District, Beijing, China, 100125	Cell: (86) 186-0113-1712 Email: Julia@blueberrytech.org
U.S. Meat Export Federation	Room 1010, Shanghai Central Plaza, No. 227 Huangpi Bei Lu, Huangpu District, Shanghai, China, 200003	Tel: (86-21) 6249-4640 Fax: ((86-21) 6375-8041 Cell: (86) 186-0303-9038 Mr. Liang Ming Email: info@usmef.org Shanghai@usmef.com mliang@usmef.org
U.S. Soybean Export Council	Room 1016, China World Tower 1, No. 1 Jianguomenwai Avenue, Beijing, China, 100004	Tel: (86-10) 6505-1830 Fax: (86-10) 6505-2201 Email: china@ussec.org
U.S. Wheat Associates	Room 1009, China World Tower 1, No. 1 Jianguomenwai Avenue, Beijing, China, 100004	Tel: (86-10) 6505-3866 Fax: (86-10) 6505-5138 Email: infobeijing@uswheat.org

Appendix 5: U.S. State/City Representative Offices in China (by Location)

Note: Personnel and representation agreements may change without notice.

State/Port/City, Location	Address	Telephone/Fax Email/URL
BEIJING		
State of Alaska China Office	Room 610, Building A, Huaye International Center, No.39 Dong Si Huan Zhong Road, Chaoyang District, Beijing, China 100025	Mr. Wang Ying Di Representative Tel: (86-10) 8591-2130/2131 Fax: (86-10) 8591-2132 Email: ywang54@263.net.cn
State of Hawaii China Office	Room 606, Tower A, COFCO PLAZA, No. 8 Jianguomen Nei Dajie, Beijing, China 100005	Mr. Gordon Zhang Executive Director Tel: (86-10) 6527-7530 Fax: (86-10) 6527-7531 Email: gordon@optimy.co
Iowa Economic Development Authority China Office	Unit 1746, 17/F Hyundai Motor Tower No.38 Xiao Yun Lu Street, Chao Yang District Beijing, China 100027	Mr. John E. Clarke Chief Representative (86) 139 1043 4441 Wendy Zhang Trade Representative (86) 139-1007-9321 Tel: (86-10) 6410-8430 Fax: (86-10) 6410-8581 Email: john@repiowachina.com ; wendy@repiowachina.com Website: iowaeconomicdevelopment.com
State of Kansas China Office	2 nd Floor, Bldg. 8, Cuiweinan Li, Haidian District Beijing, China 100036	Mr. Yi (Karl) Zhao Chief Representative Tel: (86-10) 6816-3006 Fax: (86-10) 6816-3006 Cell: (86) 139-1074-3456 Email: karlyz168@yahoo.com Website: www.kansascommerce.com
Los Angeles Tourism & Convention Board China Office	Room 983, Swissotel Beijing Hong Kong Macau Center, No. 2 Chaoyangmen North Street, Dongcheng District, Beijing, China, 100027	Ms. Chang Hong (Kate) Director Tel: (86-10) 6410-6055/6056 Email: China@LATourism.org Kchang@latourism.org Website: www.discoverlosangeles.com/ http://www.hellola.cn/
Missouri Department of Economic Development	Suite 903, Tower C, Office Park, No. 5 Jinghua South	Mr. Ryan Morgan, Director Cell: (86) 1326-145-9881

Exporter Guide: China

China Office	Street, Chaoyang District, Beijing, China	Email: rmorgan@apcoworldwide.com
North Carolina China Office	East Wing, 5th Floor, Building A, The Place Mansion, No.9 Guanghua Road, Chaoyang District, Beijing, China	Mr. Daniel Ding, Director Tel: (86-10) 8472-1382 Cell: (86) 1390-106-3393 Email: daniel.ding@ncagr.gov Website: www.ncagexports.com
State of Ohio China Office	15/F Regus NCI, No. 12A Jianguomenwai Ave. Chaoyang District, Beijing, China, 100022	Ms. Michelle Wang Tel: (86-10) 8523-3006 Fax: (86-10) 8523-3001 Cell: (86) 1381-069-6039 Email: zichuwang@hotmail.com
Tennessee China Development Center	Room 7-337, Jiu Du Hui Bei Qu, Number 6 Xiao Liang Ma Qiao West Road, Chaoyang District, Beijing, China 100125	Ms. Li Chen Weaver Chief Representative Tel: (86-10) 6410-7318 Fax: (86-10) 6410-7318 Email: info@tn-china.cn Website: www.tn-china.cn
Utah Trade Development Office China Office	1-5-32 DRC, No.1 Xiushui Street, Chaoyang District, Beijing, China	Ms. Cynthia Chen Chief Representative Tel: (86-10) 8532-5470 Fax: (86-10) 8532-5867 Website: www.international.utah.gov
SHANGHAI		
Arkansas Economic Development Commission China Office (covers only foreign direct investment)	Room 403-58, 4F Kirin Plaza, No. 666 Gubei Road, Shanghai, China 200336	Ms. Lindsay Liu, Director Tel: (86-21) 2216-6558 Fax: (86-21) 2216-6443 Email: LLiu@ArkansasEDC.com Website: www.Arkansasedc.com
Florida Tourism China Office	Room 18B , Jing An Xin Shidai Building, No.188 Wu Jiang Road, Shanghai, China 200041	Mr. Derek Yang Marketing Manager Tel: (86-21) 6359-7178 Fax: (86-21) 6359-1571 Email: dyang@aviareps.com Website: http://www.visitflorida.com.cn/
Georgia Ports Authority China Office	Room 801 Weibaixing Mansion, 1688 Kongjiang Road, Shanghai, China 200092	Capt. Charles You Chief Representative Tel: (86-21) 5508-3967 Fax: (86-21) 5521-0877 Cell: (86) 137-0176-5868 Email: cyou@gaports.com Website: www.gaports.com

Exporter Guide: China

State of Georgia China Office	Suite 1003, Holiday Inn Office Tower 899 Dong Fang Road Shanghai, China 200122	Mr. Paul Swenson Chief Representative Ms. Jane Zheng Tel: (86-21) 6867-1005 Fax: (86-21) 6867-6006 Cell: (86) 137-6460-0110 Email: jane.zheng@thechinahand.com paul.swenson@thechinahand.com pswenson@georgia.org jzheng@georgia.org Website: www.thechinahand.com
Hawaii Tourism China, Shanghai	Room 2503 Shanghai Square, No. 138, Huaihai Zhong Lu, Huangpu District, Shanghai, China 200021	Jackie Wang Tel: (86-21) 6355-8033 Fax: (86-21) 6375-6255 Email: jackie.wang@brandstory.asia Website: http://int.gohawaii.com/cn/
State of Idaho-China Office	Suite 2106 No. 500 Xiangyang South Road, Shanghai, China 200031	Ms. Tara Qu Chief Representative Tel: (86-21) 6473-0881 Cell: (86) 1380-179-3612 Email: taraqu@idahochina.org Website: www.idahochina.org
Maryland Center China, Shanghai	Suite 807-811, Tomorrow Square 399 West Nanjing Road Shanghai, China 200003	Tel: (86-21) 2308-1128 Fax: (86-21) 2308-1199 Email: Vickywang@mccusa.org Website: www.mccusa.org
Michigan Center China, Shanghai	Suite 807-811, Tomorrow Square 399 West Nanjing Road Shanghai, China 200003	Tel: (86-21) 2308-1128 Fax: (86-21) 2308-1199 Email: crystalli@mccusa.org
State of Mississippi-China Office	Suite 1003, Holiday Inn Office Tower 899 Dong Fang Road Shanghai, China 200122	Mr. Paul Swenson Chief Representative Ms. Jane Zheng Tel: (86-21) 6867-1005 Fax: (86-21) 6867-6006 Cell: (86) 137-6460-0110 Email: jane.zheng@thechinahand.com paul.swenson@thechinahand.com Website: www.thechinahand.com
State of Oregon-China Office	Suite 1003, Holiday Inn Office Tower 899 Dong Fang Road Shanghai, China 200122	Mr. Paul Swenson Chief Representative Ms. Jane Zheng Tel: (86-21) 6867-1005

Exporter Guide: China

		<p>Fax: (86-21) 6867-6006 Cell: (86) 137-6460-0110 Email: jane.zheng@thechinahand.com paul.swenson@thechinahand.com Website: www.thechinahand.com</p>
Pennsylvania Center China, Shanghai	Suite 807-811, Tomorrow Square 399 West Nanjing Road Shanghai, China 200003	<p>Tel: (86-21) 2308-1128 Fax: (86-21) 2308-1199 Email: Tinazhang@mccusa.org</p>
Greater Washington DC China Center	Suite 807-811, Tomorrow Square 399 West Nanjing Road Shanghai, China 200003	<p>Tel: (86-21) 2308-1128 Fax: (86-21) 2308-1199 Email: weiwang@mccusa.org dccc@dccenterchina.org Website: www.dccenterchina.org</p>
South Carolina Department of Commerce China Office	Suite 2007, Ascendas Plaza 333 Tianyaoqiao Road, Shanghai, China 200030	<p>Zhao Le Managing Director Cell: (86) 1379-531-8566 Email: zle@sccommerce.com Website: www.sccommerce.com</p>
State of Virginia China Office	Room 3005/3012, 3/F Silver Court Tower No. 85 Tao Yuan Road, Huangpu District, Shanghai China, 200021	<p>Ms. Joyce Hua Director, Trade Development Tel: (86-21) 6157-7331 Fax: (86-21) 6157-7333 Cell: (86) 1862-157-2930 Email: JHua@YesVirginia.org Website: www.ExportVirginia.org</p>
Wisconsin Center China, Shanghai	Suite 807-811, Tomorrow Square 399 West Nanjing Road Shanghai, China 200003	<p>Tel: (86-21) 2308-1128 Fax: (86-21) 2308-1199 Email: crystalli@mccusa.org</p>

Attachments:

No Attachments.