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Market Development Reports

China, Where American Mink Gets Glamour

2007

Approved by:
Joani Dong
Agricultural Trade Office, Guangzhou

Prepared by:
Vivian Xian

Report Highlights:
Within the past ten years of rapid economic growth, China has become the most important market for American mink pelts. In 2006, China and Hong Kong market officially imported US$73.4 million worth of mink pelts from the States which accounted for 41% of total exports of U.S. mink pelts. However, those from Scandinavian countries still dominate the market, given the much larger production. The selling point is the superior quality. Thus, educating the trade, manufacturers and end consumers on its attributes is essential.

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Fur market overview

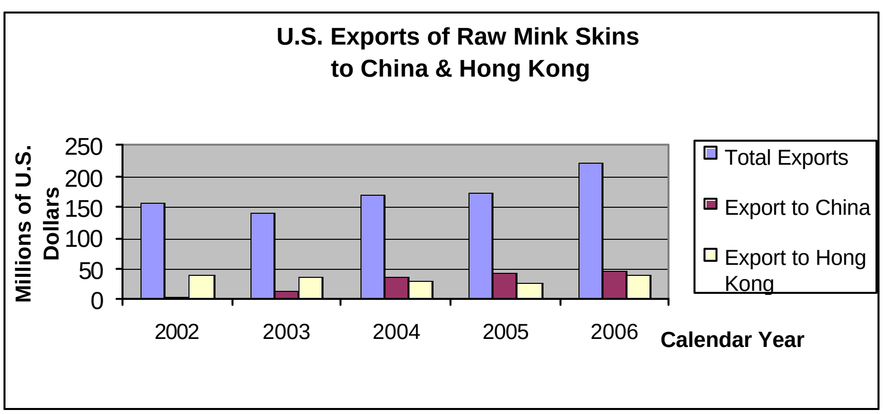
Thanks to benefits derived from a fast growing economy, China is the third largest consumer of high-end retail luxury brands behind the U.S. and Japan. Industry resources expect that it will become number one within a decade.

Attractive coat made with American *Blackglama* mink, American Legend's top quality black mink

Fur used to be associated with luxury items and marketed only within the established upper class. During the last decade, the international fur industry implemented a global based PR campaign to promote fur products. Mixing fur with other materials, such as silk, wool and leather, employing new manufacturing processes such as shearing and knitting, as well as adopting new fashionable colors, add novelty and versatility to fur garments. In addition, fur accessories and clothing with fur trim, such as collars and scarves, are growing in popularity among the younger and more fashion conscious consumer. Fur is in everything, from ready-to-wear garments to accessories, at affordable prices.

Prices for fur garments depend on design, number of pelts, species, and quality of fur used. Among fur skins in general, mink is the most widely used high-value pelt, while fox, raccoon, chinchilla and rabbit are also featured often. According to industry sources, in 2005, the latest full-year available, exports of fur garments from China and Hong Kong reached US$26.9 billion.

In order to produce high quality items for domestic and international markets, Chinese fur garment manufacturers must use imported pelts. Chinese consumers do not like low-grade Chinese fur. Instead they prefer imports from Scandinavia and North America because of higher quality. According to industry sources, 80% of pelts used by the Chinese fur garment industry are from Scandinavia and 5% are from North America. Local furs only account for 15% of production. According to industry sources, the U.S. produced up to 3.5 million mink pelts in 2006. Based on customs figures, in calendar year 2006, the U.S. exported US$73.4 million worth of mink to China and Hong Kong, which accounted for 41% of total exports of U.S. mink pelts. The actual figure is believed to be much higher because of unaccounted transfer of skins from Hong Kong to the Mainland through gray channels.



Consumer preferences

Driven by economic changes, fashion trends and climatic conditions, the largest consuming markets for fur are China, Germany, Italy, South Korea, Russia and the United States.

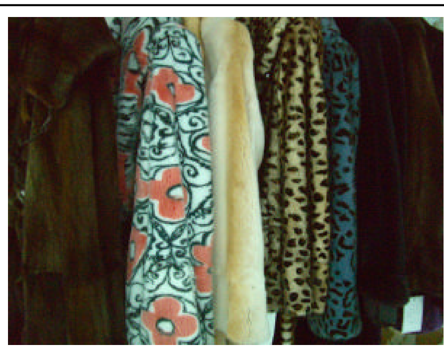
Trendy American mink jacket

Given cold winters, long mink coats are popular in northeast China. These consumers tend to pursue name brands and pay close attention to latest fashion trends. They also like mink with short nap hair, and change color preferences every year. The typical customer is said to have two to three fur coats and run between the age of 30 to 40. Chinese women buy full length coats or short jackets, while Chinese men buy brown or black mink knee length jackets. The South Korea market shares similar preferences with the northeast China market, but their garments are decorated with fancy accessories. However, consumers from other areas of China with warmer weather tend to go with shorter mink jackets and lighter colors such as light brown, white, pearl and mutation mink (many colors), blue iris and sapphire. Both the European and U.S. markets prefer darker colors, such as black, brown, mahogany and even dark green as well as fur with long nap hair. They also go for simple and classic designs. Russian and the Eastern European consumers prefer light colored mink and longer coats. Unlike the above mentioned countries, Japanese consumers prefer rabbit fur, for its trendy appearance and reasonable cost.

Fur garment production, the inside story

According to industry sources, a growing number of international fur traders, processors and fashion designers, have gradually shifted business to Asian countries, where cheap labor and skillful workers are plentiful.

Fur manufacturing in Asia was first established in Hong Kong because of low labor costs and common use of English in the business sector. Later, some of the employees that used to work for these Hong Kong fur companies, started their own businesses in mainland China. These mainland fur companies mainly focus on garment manufacturing and usually outsource designing jobs.



Not your mama's coat – examples of shaved and half shaved mink as well as designs using laser cut

With over twenty years of development, South China is now the major destination for imported pelts. Guangzhou, the capital of Guangdong province, now has the largest fur garment wholesale markets (*Bing Bing* and *Liuhua*) in China. The city is also building another market called the Guangzhou *Baiyun Fur Trading Center*, which will provide a venue for raw material suppliers, retailers and accessory providers. It will cover a total area of 18,000 square meters (4.45 acres) and provide 340 trading stalls. The city expects to attract more fur business and to further strengthen its leading position in the fur industry. Industry sources told ATO/GZ that over 80% of fur garment manufacturing and raw skin processing, i.e. dyeing and dressing, takes place in South China. These manufacturing centers are concentrated in Guangzhou, Dongguan and Shenzhen. In addition to South China, there are a couple wholesale markets located in eastern and northern China for mink garments. The *YaBao Clothes Wholesale Market* in Beijing mainly targets Northeast China and the Russian market, while the *Haining Leather Market* in Zhejiang province near Shanghai is generally for the domestic market.

Auction houses, where pelts are sold

Most raw mink skins are from fur farms and some wild fur pelts are collected through hunting. These skins are sold through modern international auction houses, usually located close to fur producing areas. The world's largest auction houses are in Copenhagen, Denmark, Helsinki, Finland, Oslo, Norway, Saint Petersburg, Russia, Seattle, Washington in the US, and Toronto, Canada. About 200 to 250 mink buyers frequently attend all auctions.

Of these major auction centers, Denmark accounts for 85% of the world's mink production, mainly commercial grade, while Finland solely targets high quality fox skins. Both mink and wild fur are available at the *North American Fur Auctions* (NAFA) in Canada. Auctions hosted by the *American Legend Cooperative*, mainly focus on ranch raised mink. Each fur organization runs auctions two to five times each year. Each auction typically lasts three to five days.

Major Fur Auctions in the World

Four Major Fur Auction Houses	Auction Schedule	Major Products
1. American Legend Cooperative	Every February and May	Ranch raised mink
2. North American Fur Auctions (NAFA)	Every February and May	Mink, fox, chinchilla, wild fur such as beaver, raccoon, sable, muskrat, wild mink, otter, red fox and coyote
3. Kopenhagen Fur	Every December, February, April, June and September	Mink, fox, seal, chinchilla, sable, karakul, Rex rabbit, Nutria, raccoon and fitch
4. Finnish Fur Sales	Every December, March, May or June and September	Mink, fox and raccoon

Pelts are graded and sorted into lots, based on quality and size. Each auction has its own grading system. However, the density of hair as well as color and size are the main determining factors. A top lot skin (top quality) may go for US$1,300 or higher. One lot consists of 30 to 50 skins, depending on gender of the mink. Roughly, it takes 35 skins to make a coat for a Chinese woman and 40 for a European one.

Potential buyers can view and inspect samples during the inspection period, normally a couple of days before auctions take place.

Dyed mink pelts ready for garment manufacture

At *American Legend* auctions, only brokers registered with the auction houses are allowed to participate in the auctions. These brokers work on commission of 3% of the auction purchases on behalf of manufacturers and traders, whose companies usually are fur garment manufacturers or dealers. Brokers usually require a 30% down payment from their clients as a guarantee that purchasers will honor obligations. Otherwise, the broker is responsible for the full payment and collection of the pelts.

Shipment from the States to China

Once the buyer completes his payment in full, most likely in cash, he can collect the pelts. Given the high value, they are shipped to Hong Kong via air. The major export ports in the world include Seattle, Copenhagen, Helsinki and Toronto. The industry estimates that a total value of US$500 million mink pelts of all origins are eventually shipped into China. Most buyers ship pelts through gray channels to their manufacturing plants in mainland China to avoid paying of tariffs and taxes of 39% (including 17% VAT) of the furs' value. Industry sources told us that because profit margins from making fur garments are so slim, going through legal channels to import fur skins makes them less competitive. For example, in north China, the retail margin is said to be 10% or lower.

Fur garment production process

Pelts have to be sent to dressing and dyeing factories before being made into a garment. The dressing process involves cleaning, softening, preserving and drying the pelts to ensure that skins are suitable for garment processing. The treated pelts are then graded again based on color, size, length of hair and texture. China is one of the few countries in the world that specializes in the dressing and processing of furs. These processing centers are mainly located in Guangdong as well as in Zhejiang and Hebei provinces.


Skillful worker cutting the pelts in a fur garment factory in South China

The mink fur is composed of two types of hair: the guard hair (also called nap hair) and the underfur. The guard hair is the long coarse hair forming a layer that covers and protects the soft underfur of certain animals. The fine, soft, thick, hairy coat under the longer and coarser outer hair is called underfur. Depending on market preferences, manufacturers will either shave the guard hair to make it short or leave it unshaved. Manufacturers shave the long guard hair in accordance with retailers preference as well as desire to follow latest fashion trends. Some clients request a little shaved to leave more guard hair. This is called "half-shaved". Short nap mink hair represents high quality skin. The American mink's guard hair is already short, so there is no need to shave. By contrast, only pelts from Scandinavian countries are shaved.

Based on capability and scale of business, fur manufacturing companies may either use their own patterns by in-house designers or outsource design jobs. Most Chinese manufacturers also visit major fashion shows to learn latest trends.

Shaving the guard hair

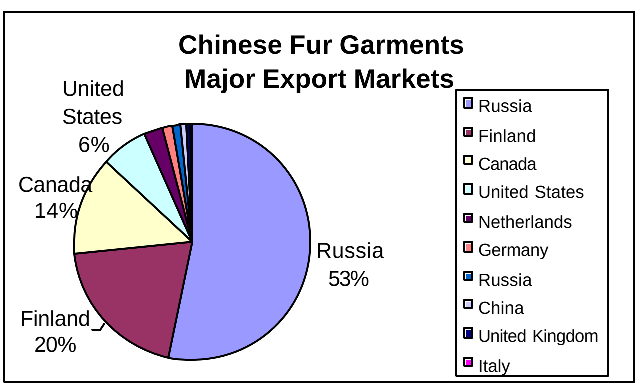
The most important fur garment manufacturing centers include Canada, China, Greece, Hong Kong and Russia. Manufacturing fur garments is a highly qualified profession that requires meticulous craftsmanship and attention to detail.

The finished fur garments are usually exhibited early in the year at major fur shows, such as the *Milan Fur Fair (MIFUR)* in mid-March and the *Hong Kong Fur Fair* in late February or early March, in order to allow retailers to place orders. Chinese manufacturers mainly target new customers by exhibiting at the *Hong Kong Fur Fair*. New fashion trends and accessory supplies for fur garments are top draws for Chinese manufacturers to *MIFUR*.

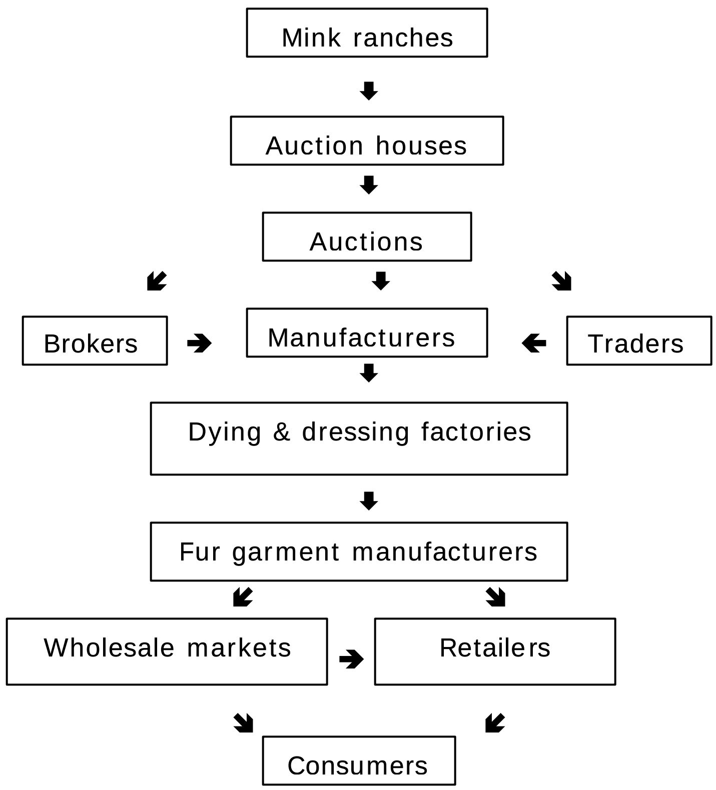
For the domestic fur season, retail stores continue to replenish inventories to satisfy consumer demands from the middle of the year through the end of winter. The fur garment business is also driven by weather conditions. The colder the place is, the larger the demand. The peak season for fur garment sales starts in September when the weather turns cold. By contrast, the export fur season starts in February or March, when orders are made for the coming season. From June through the winter, retail stores overseas continue to send in orders. The season ends the following February.

Shiny accessories purchased by Chinese manufacturers at *MIFUR*

China is the world's largest exporter of fur garments. In 2006, it produced some eight million skins. In addition to local consumption, around 80% of mink coats are re-exported to Russia, EU, the U.S. and South Korea. Russia is the largest export market for Chinese mink coats in terms of volume, which accounts for more than half of China's total export. However, the overall quality of Chinese fur exports to Russia is relatively low. In contrast, Europe and South Korea import nearly 45% of China's mink garments, which are made of high quality mink. Another 5% of low quality mink garments are exported to the United States.



Mink production process flow chart



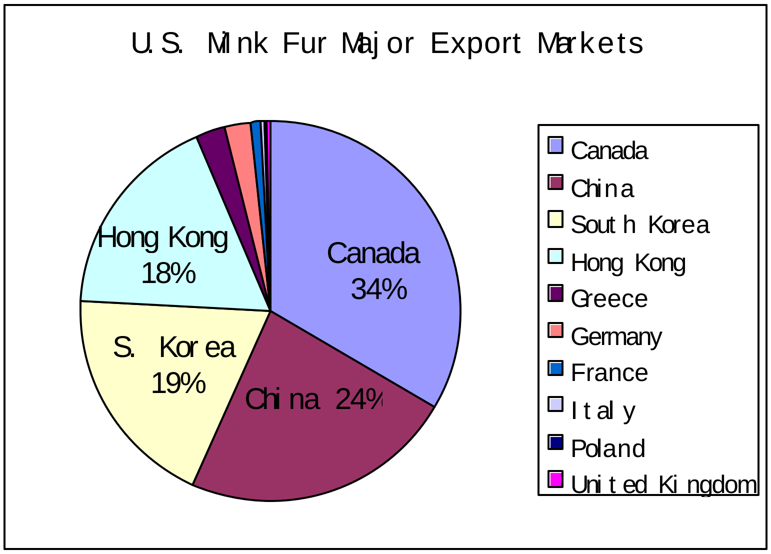
American mink ranchers' cooperative

Owned by North American family owned mink producers, mostly in the States and some in Canada, *American Legend Cooperative* (ALC) is based in Seattle and is the marketing and sales arm that promotes high quality American mink pelts. Meanwhile, ALC competes with Toronto based mink suppliers, the *North American Fur Auctions (NAFA)*, in promoting North American which includes U.S. and Canadian mink pelts. ALC started its trade service in China in 1996 and routinely organizes fashion shows to promote its Chinese manufactured American mink coats. It held its first fashion show in 1995. ALC has staff and offices in Shanghai, Beijing and Harbin (dedicated to the fur trades in Northeast China) to promote its mink pelts. The organization also cooperates with local media to educate consumers on how to distinguish the top quality short nap hair American mink from mink of other origins.

Most marketing activities conducted by ALC focus on Northeast China, where most mink coats are purchased. ALC has successfully conducted its branded promotion in retail stores in Northeast China through a quality-authentication registration-labeling system. In Northeast China, large billboards, light boxes and airplane magazine advertisements are used to support ALC's retail network. It is here where ALC trains retail sales staff via multiple seminars. Top performing sales staffs compete for trips to attend the *Hong Kong Fur Fair*. ALC selects a new super model every year to represent them at internaional fur shows.

Pelts offered by the *American Legend Cooperative* only represent 5% of the global mink production but enjoy a renowned reputation for their superior quality. Short guard hair and deep (meaning dense, which keeps you warm) underhair are the characteristics that make

American mink pelts the best in the world. Three labels (*Legend*, *Blackglama* and *American Legend*) are used by *American Legend Cooperative* to classify the fur based on quality, density, richness and clarity of color.



Challenges for American mink exporters

In recent years, China has started to import breeding animals from the United States and other countries, to develop its own farm-raised mink industry. However, due to different feed formula and less experienced management, relatively low quality mink pelts have been produced. In 2006, the country produced 8 million mainly low-grade skins. Yet, with more experience, Chinese mink could pose a serious threat to imported pelts soon.

Another challenge comes from within the industry – it is shrinking as children of ranchers seek different occupations, and the issue of smell and waste impact ranch survival.

Although American mink enjoys a good reputation among manufacturers, end consumers are not familiar with American mink. Most consumers don't really know how to differentiate between American mink pelts and those from other countries. Recently, *Kopenhagen Fur* in cooperation with leading fashion magazines in China conducted a campaign to educate readers on their brand names and grading system. The industry believes this branding program will eventually influence the consumer's decision to purchase mink garments made with well-known pelt brands.

In the past several years, the Scandinavian auction houses have provided specialized fur grading training to Chinese buyers, which teaches them about pelt grading and labeling systems as well as auction skills. This type of training helps Chinese buyers better understand the grading system and further enhance their skills in purchasing Scandinavian furs. American mink farmers should also consider providing necessary training to Chinese buyers to increase their knowledge of the American mink grading system.

The local Chinese government is concerned about pollution created by dyeing factories. As a result, many dressing factories have been shut down or relocated. In late 2006, the Chinese government imposed a 39% export tax on dyed pelts to Hong Kong; mainly aimed at limiting quantity. Although the policy was later suspended because of outrage expressed by fur manufacturers, it still poses some uncertainty for the fur industry.

The Chinese government also intends to limit the processing trade for the general category "hides and skins". As it relates to mink pelts or skins, this means importing raw mink skins, dressing them in China, then re-exporting them for further manufacturing. The government now wants to eliminate VAT refunds for raw mink skins, but are in favor of maintaining the VAT refund for re-exported finished mink garments, such as mink coats. However, it has lowered its support from 17% to 13%.

Specifically, three Chinese government agencies (the *Ministry of Commerce*, *General Administration of Customs* and *State Environmental Protection Administration*) jointly issued Decree No. 17 (2007) in April 2007, which prohibited the processing trade of raw mink pelts (HS code 4301100000) for export. The new regulation eliminates the imported mink pelts for processing (which means tanning and dressing) and then re-export from enjoying imported duty and VAT free, unless (as mentioned previously) they are manufactured into fur garments or accessories. In March 30, 2007, The Chinese *General Administration of Customs* issued Decree No. 15 (2007) to lower the VAT rate from 17% to 13%.

In addition to the above factors, weather has a significant impact on fur, especially fur coat consumption. In 2006, the warm winter in Europe and northeast China, reduced consumer demand for mink coats.

The host country's policies and the concerns of organizations that support ethical treatment of animals also influence the fur trading business. In 2006, Russia passed a law to limit and eventually prohibit foreign expatriates from operating in the retail business in Russia. This policy has dramatically decreased fur apparel export from China, which previously had dominated both the fur garment wholesale and retail market in Russia. Concerns about animal right activities regarding the ethical treatment of the animals have also dampened consumers' interest for fur products.

Potential opportunities in the China fur market

With rapid economic development in the past decades, China has already become and will continue to be one of the most important markets for mink garments. The industry estimates a 20% annual increase in sales revenue. Chinese consumers are keen on brand names and prefer high quality pelts. The growing middle-class is able to afford some luxury items, such as mink garments for status and fashion.

The superior quality of American mink is already well recognized by the industry, but not yet well known among consumers. American mink needs to differentiate itself from competitors by focusing on brand names associated with American mink pelts. Industry sources told ATO/GZ that targeted consumers worldwide will most likely pay a premium for a known brand. PR campaigns will be essential in educating Chinese consumers about American mink. These campaigns will help strengthen consumer confidence in high quality American mink products. The PR campaign will also teach consumers how to identify different American mink labels and brands.

Professional workshops on pelt grading, selection and latest trends will educate Chinese buyers on the benefits of American mink, such as its high value and its reputation for superior quality. The training course should also teach the Chinese buyers how to identify authentic American mink fur from its competitors. Such courses will further enhance confidence in American fur pelts.

Post Contact Information

For further information about the China market, as well as updates on our upcoming events and activities, please visit out website at www.usdachina.org or contact one of the USDA's six offices in China:

FAS/Office of Agricultural Affairs (OAA), Beijing
5-2 Qijiayuan Diplomatic Compound
Jianguomenwai, Beijing, China, 100600
Phone: (8610) 6532-1953
Fax: (8610) 6532-2962
E-mail: agbeijing@usda.gov

Agricultural Trade Office (ATO), Beijing
Kerry Center, South Tower
24th Floor Suite #2425
No. 1 Guanghua Lu, Beijing 100020
Phone: (8610) 8529-6418
Fax: (8610) 8529-6692
E-mail: atobeijing@usda.gov

IPR Office
E-mail: yuanchuan.liang@usda.gov

Agricultural Trade Office (ATO), Guangzhou
14/F, Office Tower
China Hotel, Guangzhou 510015
Phone: (86-20) 8667-7553
Fax: (86-20) 8666-0703
E-mail: atoguangzhou@usda.gov

Agricultural Trade Office (ATO), Shanghai
Shanghai Center, Suite 331
1376 Nanjing West Road
Shanghai 200040
Phone: (8621) 6279-8622
Fax: (8621) 6279-8336
E-mail: atoshanghai@usda.gov

Agricultural Trade Office (ATO), Chengdu
Opening June 2007

Animal and Plant Health Inspection Service (APHIS), Beijing
Room 618, Beijing International Club Office Building
No. 21 Jianguomenwai Avenue
Beijing, China 100020
Phone: (8610) 6532-3212
Fax: (8610) 6532-5813
E-mail: theresa.boyle@aphis.usda.gov
greene@aphis.usda.gov

North American Mink Suppliers:

American Legend Cooperative
Website: www.americanlegend.com

North American Fur Auctions (NAFA)
Website: http://nafa.ca

Appendix I. Fur Grading System in Four Major Auctions				
Origin	**Grading/Labeling**			
1. American Legend Cooperative	Blackglama	American Legend	Legend	
2. NAFA				
- for North America mink, black color	Black NAFA	Silver NAFA	Unlabel NAFA	
- for European mink, black color	Select Supreme	Supreme	Unlabel	
- for North America mink, other colors	NAFA Gold	NAFA Silver	NAFA unlabel	
- for European mink, other colors	Select Supreme	Supreme	Unlabel	
3. Kopenhagen Fur Auction	Kopenhagen Purple	Kopenhagen Platinum	Kopenhagen Burgundy	Kopenhagen Ivory
4. Finnish Fur Sales	SAGA Furs, Royal	SAGA Furs, Superior	SAGA Furs, Select	

Source: ATO/GZ market survey

Appendix II. U.S. Raw Fur Skins Export Top 10 Markets in millions of U.S. Dollars					
	Country/Region	**2004**	**2005**	**2006**	**% of share**
1	Canada	49.8	52.7	80.2	36.0%
2	China	37.2	44.6	45.2	20.3%
3	Hong Kong	31.5	27.5	38.9	17.5%
4	South Korea	21.1	25.6	33.7	15.1%
5	Greece	2.8	5.7	6.5	2.9%
6	Germany	9.8	4.9	4.7	2.1%
7	Poland	1.8	2.6	3.3	1.5%
8	Italy	3.2	2.8	2.4	1.1%
9	France	1.0	1.4	1.7	0.8%
10	Turkey	3.0	1.3	1.3	0.6%
	Total Exports	168.6	174.0	222.8	100%

Source: *World Trade Atlas*

Appendix III. U.S. Raw Mink Skins Export Top 10 Markets in millions of U.S. Dollars					
	Country/Region	**2004**	**2005**	**2006**	**% of share**
1	Canada	29.6	34.8	58.8	33%
2	China	35.3	41.1	41.6	23.4%
3	South Korea	20.9	25.2	33.6	18.9%
4	Hong Kong	27.8	24.1	31.8	17.8%
5	Greece	2.3	4.9	4.2	2.4%
6	Germany	8.6	4.0	3.8	2.2%
7	France	1.0	1.4	1.7	0.9%
8	Italy	0.5	0.5	0.5	0.3%
9	Poland	0	0.1	0.5	0.3%
10	United Kingdom	0.7	0.6	0.4	0.2%
	Total Exports	129.2	137.8	178.0	100%

Source: *World Trade Atlas*

Appendix IV. China Raw Fur Skins Direct Import Top 10 Origins in millions of U.S. Dollars					
	Country/Region	**2004**	**2005**	**2006**	**% of share**
1	Denmark	79.4	72.0	75.8	45.5%
2	Finland	36.2	41.3	40.9	24.5%
3	Canada	4.8	16.2	21.4	12.8%
4	United States	10.5	8.8	9.7	5.8%
5	Russia	0.4	5.1	4.3	2.6%
6	Spain	3.7	4.7	4.1	2.5%
7	France	2.4	4.0	3.4	2.1%
8	Belgium	3.2	4.4	2.8	1.7%
9	Italy	2.3	1.9	2.4	1.4%
10	Netherlands	0.02	0	0.6	0.3%
	Total imports	144.4	159.5	166.5	100%

Source: *World Trade Atlas/China Customs*

Appendix V. China Raw Furskins Major Import Varieties in millions of U.S. dollars				
	2004	2005	2006	2006 % of share
Raw mink	110.7	112.5	122.8	73.8%
Raw fox	18.8	21.3	17.0	10.2%
Raw seal	0.2	0.4	0.4	0.3%
Raw lamb	0.02	0	0.1	0.04%
Other	14.5	25.3	26.1	15.7%
Total imports	144.4	159.5	166.5	100%

Source: *World Trade Atlas/China Customs*

Appendix VI. China Raw Mink Skins Direct Import Origins in millions of U.S. Dollars					
	Country/Region	2004	2005	2006	2006 % of share
1	Denmark	77.3	71.2	74.6	60.7%
2	Finland	19.3	20.5	24.2	19.7%
3	Canada	3.8	12.8	15.4	12.5%
4	United States	10.0	7.5	8.1	6.6%
5	Others	0.4	0.4	0.5	0.4%
	Total imports	110.7	112.5	122.8	100%

Source: *World Trade Atlas/China Customs*

Appendix VII. China Raw Mink Skins Major Direct Import Ports in millions of U.S. Dollars					
	Port/Province	2004	2005	2006	2006 % of share
1	Shenzhen, Guangdong	81.1	63.5	57.6	46.9%
2	Huangpu, Guangdong	2.3	21.1	26.4	21.5%
3	Guangzhou, Guangdong	17.4	16.2	16.0	13.0%
4	Hangzhou, Zhejiang	1.5	4.5	14.1	11.5%
5	Shantou, Guangdong	3.9	4.9	5.0	4.1%
6	Beijing	0.4	1.1	1.6	1.3%
7	Gongbei, Guangdong	0.8	0.6	1.6	1.3%
8	Shanghai	2.6	0.3	0.5	0.4%
9	Dalian, Liaoning	0.7	0.3	0.1	0.1%
	Total imports	110.7	112.5	122.8	100%

Source: *World Trade Atlas/China Customs*

Appendix VIII. China Fur Apparel & Clothing Export Top 10 Markets in millions of U.S. Dollars					
	Country/Region	**2004**	**2005**	**2006**	**% of share**
1	Russia	1,181.4	1,649.5	229.3	27.4%
2	Hong Kong	116.4	145.6	141.2	16.9%
3	Japan	113.2	119.5	118.3	14.1%
4	Italy	42.9	52.7	54.9	6.6%
5	South Korea	28.4	45.3	49.5	5.9%
6	Germany	34.3	38.8	43.2	5.2%
7	United States	66.6	62.0	39.8	4.8%
8	Spain	9.2	11.7	19.2	2.3%
9	France	10.5	20.4	17.8	2.1%
10	Australia	15.7	13.7	14.3	1.7%
Total exports		1,693.5	2,295.6	837.0	100%

Source: *World Trade Atlas/China Customs*

Appendix IX. Hong Kong Raw Furskins Import Top 10 Origins in millions of U.S. Dollars					
	Country/Region	**2004**	**2005**	**2006**	**% of share**
1	Denmark	331.2	355.2	423.2	53.2%
2	Finland	164.0	164.3	156.7	19.7%
3	Canada	67.9	77.8	109.8	13.8%
4	United States	53.2	42.4	50.2	6.3%
5	Netherlands	4.1	23.2	20.3	2.6%
6	Germany	3.1	1.7	10.8	1.4%
7	Russia	3.3	5.2	8.7	1.1%
8	China	8.2	3.9	6.4	0.8%
9	United Kingdom	2.8	3.8	4.9	0.6%
10	Italy	0.9	0.5	1.2	0.2%
Total imports		641.0	684.8	795.0	100%

Source: *World Trade Atlas/Hong Kong Census and Statistics Department*

Appendix X. Hong Kong Raw Furskins Major Import Varieties in millions of U.S. dollars				
	2004	**2005**	**2006**	**2006 % of share**
Raw mink	518.2	577.6	716.1	90.1%
Raw fox	104.5	88.4	57.0	7.2%
Raw lamb	0.3	0.2	0.4	0.2%
Other	17.8	18.3	21.4	2.7%
Total imports	641.0	684.8	795.0	100%

Source: *World Trade Atlas/Hong Kong Census and Statistics Department*

Appendix XI. Hong Kong Raw Mink Skins Import Top 10 Origins in millions of U.S. Dollars					
	Country/Region	**2004**	**2005**	**2006**	**2006 % of share**
1	Denmark	317.9	351.3	421.3	58.8%
2	Finland	75.4	80.1	103.7	14.5%
3	Canada	57.8	65.8	96.5	13.5%
4	United States	46.6	38.7	44.7	6.2%
5	Netherlands	4.1	23.2	20.3	2.8%
6	Germany	2.9	1.6	10.2	1.4%
7	Russia	3.0	4.2	8.1	1.1%
8	United Kingdom	2.8	3.7	4.8	0.7%
9	China	6.7	2.5	3.4	0.5%
10	Italy	0.04	0.2	1.0	0.2%
Total imports		518.2	577.6	716.1	100%

Source: *World Trade Atlas/Hong Kong Census and Statistics Department*

Appendix XII. Hong Kong Tanned Mink Skins Import Top 10 Origins in millions of U.S. Dollars					
Country/Region		**2004**	**2005**	**2006**	**2006 % of share**
1	China	419.7	496.2	488.3	88.3%
2	Denmark	39.4	15.8	21.4	3.9%
3	United Kingdom	10.3	10.1	13.7	2.5%
4	Netherlands	10.4	10.6	5.5	1.0%
5	United States	3.0	2.9	5.1	0.9%
6	Finland	6.6	4.8	4.6	0.8%
7	Italy	4.6	4.1	3.8	0.7%
8	Canada	0.8	2.8	2.9	0.5%
9	South Korea	0.9	0.2	1.7	0.3%
10	Germany	0.5	0.7	1.7	0.3%
Total imports		499.0	550.7	552.8	100%

Source: *World Trade Atlas/Hong Kong Census and Statistics Department*

Appendix XIII. Hong Kong Raw Furskins & Tanned Furskins Export to China
in millions of U.S. dollars

	2004	2005	2006	2006 % of total exports
Raw furskins	566.9	462.5	507.5	98.6%
Tanned or dressed furskins	310.0	470.7	327.8	79.2%
Articles of apparel, clothing	11.0	13.4	12.7	3.0%
Artificial fur and articles	1.6	1.1	0	0

Source: *World Trade Atlas/Hong Kong Census and Statistics Department*

Appendix XIV. Hong Kong Fur Apparel & Clothing Export Top 10 Markets
in millions of U.S. Dollars

	Country/Region	2004	2005	2006
1	United States	100.8	95.3	96.4
2	Japan	64.0	60.5	65.1
3	South Korea	31.8	39.4	51.8
4	Italy	45.8	43.5	45.2
5	Germany	24.8	33.4	34.7
6	United Arab Emirates	20.3	24.1	27.5
7	Spain	15.5	21.3	22.2
8	Russia	14.4	14.3	20.3
9	China	11.0	13.4	12.7
10	Canada	11.0	10.6	11.1
	Total Exports	380.8	396.7	428.8

Source: *World Trade Atlas/Hong Kong Census and Statistics Department*