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## **Market Brief - Dairy Products South China**

### **China, Peoples Republic of**

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#### **Report Highlights:**

**Chinese consumption of dairy products averages 6.6 kg a person a year, which is among the lowest in the world. The figure for Guangzhou, the capital city of Guangdong, China's economic powerhouse in the south, is even lower. But appreciation for milk is growing among the middle-class, and South China is a very promising market for imported dairy products.**

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## I: Executive Summary

According to the statistics issued by China's Customs Office, China imported US\$ 39 million worth of dairy products in 1998. Hong Kong Government statistics show that an additional US\$ 142 million worth of dairy products were re-exported to China. Imports of dairy products went way down in 1998 due to the down-turn in the economy and the tightening of import loopholes. But in 1999, at least milk powder imports show signs of recovery.

The living standard of the Chinese people has improved greatly over the past twenty years. However, China's per capita milk consumption is still among the lowest in the world. In 1998, about 8.45 million tons of fluid milk was produced, with one Chinese consuming 6.6 kg of milk on average, while the world average figure is 103 kg.

Milk is widely recognized as one of the most nutritious foods in the West, where the people consume over 200 kg of milk per capita per year. But in China, many people think milk is for babies and medical patients only. Combined with the low quality of the milk products that China makes, all these hinder Chinese people from including milk in their daily diet. The market for imported milk powder, however, mainly for babies, is huge and country wide. It is estimated that imports of milk powders via official and unofficial channels reached 100,000 tons a year.

Dairy products are a huge concept, comprising liquid milk, milk powder, ice cream and other products such as butter and whey. In 1998, the United States holds 26 percent of the market for whey powder, and U.S. sales of milk powder are increasing gradually. (See Part III)

Note: See also the China Annual Dairy Report.

## II: Dairy Products and Consumption Patterns in South China

China's dairy industry is characterized by low productivity, poor quality, and weak demand. With the improvement of living standards, the demand for dairy products will certainly rise in the years to come, but low productivity and poor quality are the bottlenecks for the growth of the dairy industry as admitted by the China National Association of Dairy Industry. In the long run, introduction of foreign technology such as sires, equipment and commercial services to increase productivity is the only way out if China wants a break-through in the dairy industry, but in the short term, import of foreign dairy products is a good solution to satisfy people's demand for high-niche dairy products.

As per the statistics released by the Guangdong Provincial Dairy Association, in 1998, 29,500 heads of dairy cows were raised in Guangdong Province whose population is over 70 million, with an annual fresh milk production of 69,700 tons. The corresponding figures for Guangzhou, its capital city, is 12,238 head and 30,400 tons. Production is so low that most of the milk is consumed fresh and the local milk powder and ice cream manufacturers have to source raw milk from other parts of China such as Heilongjiang in the northeast and abroad for further processing locally.

Guangdong Province in the South China is one of the most affluent regions in China. The per capita GDP of Guangzhou, the capital city of Guangdong exceeded US\$ 3,300 in 1998, while the nation-wide average is just US\$ 800. However, Guangzhou's per capita milk consumption is even lower than the national average figure.

Currently, the daily supply of milk in Guangzhou is just slightly over 90 tons, with an urban population of 4 million, the annual per capita milk consumption is just 4.4 kg.

In South China, people have two misconceptions about milk: firstly, milk is a tonic for babies and the infirm, a healthy grown-up does not need milk; secondly, milk, especially milk powder is a warming food, believed to give rise to sore throats or oral blisters. Traditionally, people in South China classify foods into two categories based on the food property, i.e., warming food (such as french fries, fried chicken and lychee fruit) and cooling food (water melon, pears and beer, just to name a few). People believe that excessive intake of warming food may give rise to sore throats and oral blisters while eating too much cooling food may cause frequent urination, sweating and even diarrhea. Believe it or not, many adults refrain from milk just based on these wrong conceptions.

Recently an extensive publicity campaign has been launched in the local media, rectifying people's misconceptions and educating people about the importance of milk. So, people in South China, especially the well-educated group will change their views on milk and consume more milk in the foreseeable future. A glance at the contents of shopping carts in Guangdong's upscale supermarkets usually reveals a carton of milk. At present, fresh milk is mainly drunk by students and young urban professionals for breakfast. It is not uncommon for the young people to rush to school or their workplace with bread in one hand and a milk carton in the other. Judging by this trend, South China is a very promising market for dairy products.

### Liquid milk

Most fresh liquid milk is produced by the local dairy factories who have their own cows, although bottled or boxed fresh milk produced in Shanghai (such as Guangming Brand), Inner Mongolia (Yili Brand) and even Australia (Paul's) and Holland (Dutch Lady) is available in the local market. Currently, there are 12,238 dairy cows being raised in the local farms. Flower Lounge, formerly a Sino-US joint venture with the Chinese interest now bought out, is the biggest fresh milk factory boasting 2,100 cows, followed by Huamei Farm, a subsidiary of Guangzhou Dairy Co., and Yantang Dairy Co. In these modernized milk factories, freshly-squeezed milk is sterilized by pasteurization or Ultra High Heat and packaged in glass bottles, plastic bags or paper boxes of various sizes ranging from 200 ml (0.35 pint) to 250 ml (0.44 pint) and retailed in convenience stores, grocery stores, and supermarkets. Recently, a more westernized sales technique of door-to-door delivery is being employed by three milk companies, the Shenzhen-based Chenguang (or Morning Light) Dairy Co., Guangzhou Dairy Co. and Yantang Dairy Co. These companies have extensive distribution networks in the city with depots in the major neighborhoods. Milkmen deliver milk to subscribers once or twice a day at the time requested by subscribers. In Guangzhou, the daily supply of packaged fresh milk is 600,000 portions at sizes of 200 ml (0.35 pint), 210 ml (0.37 pint) and 250 ml (0.44 pint).

Table 1: Major Dairies in South China:

Dairy Company	Add./Tel	Number of Cows
Guangming Farm (biggest dairy farm in Guangdong)	Guangming Huaqiao Livestock Farm, Shenzhen, Tel:86-755-7400639	6000
Flower Lounge Livestock Co. Ltd.	Xin Tang Dongpu, Tianhe, Guangzhou, Tel:86-20-82304288	2100
Huamei Dairy Farm, a subsidiary of Guangzhou Dairy Co.	Dongpu Town, Tianhe, Guangzhou, Tel:86-20-82295509	1800
Yantang Yunyan Dairy Farm, a subsidiary of Guangzhou Yantang Dairy Co.	Huanglong Reservoir, Taihe Town, Baiyun District, Guangzhou, Tel:86-20-87429012	1300
Phoenix United Co.	Ershatan, Shahe Town, Tianhe, Guangzhou, Tel: 86-20-87790212	400
Xinzhou Dairy Farm, a subsidiary of Guangzhou Dairy Co.	# 48, Xingang Road, East, Guangzhou, Tel: 86-20-34091337	800

Besides the local dairy companies, the Hong Kong-based Kowloon Dairy Farm is also making its foray into South China. Kowloon Dairy Farm has set up a production plant with a local interest and markets their products under the Hong Kong-registered trade mark.

### Milk Powder

Since many Chinese think milk is for babies, babies are undoubtedly the most important group of consumers of milk powders. The practice of careful nurturing of children with infant formula has become very well established in China. China adopted one-child policy some 20 years ago, the only-child, usually called a “little emperor” playfully by the local media, is the apple of the eye of the parents. Both parents usually work outside the home. Many young parents, rich or poor, feed their babies with milk powder as an important nutrition supplement. A market survey called China Market & Media Study ‘98 (CMMS’98) conducted by Beijing-based New Generation Market Research Company, found that baby-formula milk powder is the major food for babies from 0 to 2 years old. Most of the parents in South China prefer milk powders imported from abroad or made by Sino-foreign joint ventures when feeding their babies. The CMMS ‘98 survey found that the nine best-selling milk powders in Guangzhou are all foreign brands.

Table 2: List of Nine Best-selling Brands in Guangzhou:

Brand Name	Market Share in Guangzhou
Nestle	21.8%
Wyeth (U.S. origin)	9.1%
Klim	7.8%
Gainplus	7.4%
Enfapro (Mead Johnson)	7.1%
Enfagrow (Mead Johnson)	6.2%
Frisolac	6%
Fernleaf	3.8%
Sustagen (Mead Johnson)	3.7%
Other foreign brands: Meiji, Dutch Lady, Anchor, Lactogen	

As a matter of fact, starting from 1993, the milk powders produced by government-owned companies were oversupplied, and the stockpile increased by 30 percent per annum. In 1997 alone, 70,000 tons of milk powders were kept in stock country-wide. It is estimated that imports of milk powders via official and unofficial channels reached 100,000 tons a year.

In Guangzhou, there are two major milk powder producers.

Mead Johnson (Guangzhou):

This producer was established in July, 1993 jointly by U.S.- based Mead Johnson Co. with a local interest. According to Sanlian Co., the sales agent of Mead Johnson milk powder, they use imported milk powder (mainly from New Zealand and some from United States) for further processing in the Guangzhou plant. They sold 28,114 cases (6 can x 1000 g or 12 can x 500 g) of milk powder in Guangzhou from April 1998 to March 1999. South China accounts for 70% of the total sales of Mead Johnson (Guangzhou).

Jinding Dairy Product Factory:

Established in August 1995, this is the only milk powder factory in South China which uses local fresh milk as raw materials to produce baby-formula milk powder. Jinding has a small farm of its own with 100-strong cows, but they also buy fresh milk from the nearby cow-raising farmers. In 1998, they produced Rmb 20 million (US\$ 2.42 million) worth of infant-formula milk powder. Guangdong Province is their principal market. As it is told by Jinding staff, parents in Guangzhou prefer to feed their new-born babies with imported milk powders. Only when the babies are 6 months old, the less well-off families will shift to Jinding milk powder, but in the rural

areas where the purchasing power is lower, parents feed their babies with Jinding milk powder from the very beginning. Obviously, the parents in the cities prefer imported milk powder to locally made products. Normally, they import 200 - 300 tons of New Zealand-made de-mineralized whey powders a year, at a price of Rmb 13,000 (US\$ 1,572) per ton CIF Guangzhou.

Another important American brand is Wyeth. Wyeth series is the No. 2 best-selling milk powder in Guangzhou. Wyeth has a plant in Shanghai, and the raw milk is sourced from Australia and the United States. Wyeth's advertisement campaign is very aggressive, with TV commercials seen almost every night on the local channels. Wyeth is also one of the first batch of milk powder producers to grab the maternity hospitals market. When a mother is discharged from a maternity hospital, one or two cans of S-26 infant-formula milk powders are normally included in the neonatal kit. It is a well-known fact that once a family gets used to a brand, it would be very difficult to shift to other brands. As a result, the Wyeth S-26 is a very popular brand with the parents

Both Mead Johnson and Wyeth are popular in China, but they are not entirely American milk powder, because a large part of the raw milk is purchased from New Zealand and Australia. In fact, the U.S.-made milk powder is not as competitive as products from these two countries. The reason is very simple - the price! The competitiveness of the American products will be elaborated in Part V. Anyway, bringing cheaper raw milk from third countries, plus the advanced production technology and quality assurance practices to China has been the strategy for the American manufacturers to exploit the China market as long as the milk powder made in the United States is not competitive enough.

### Ice Cream

Ice cream is a relatively new item for consumption because China's dairy industry is traditionally small. Per capita consumption is 0.2 liters a year. If we only count what the companies call the "active population" of ice cream consumers in urban areas, this figure rises to 2 liters a year. Even this is much lower than the 6 liters per year consumed by the average European. South China, falling into the subtropical weather belt, is undoubtedly one of the most competitive ice cream markets in China. Ice cream in China is a far-reaching concept, including popsicles, milk treats, frozen yogurt, ice cream cones and traditional milk-based ice cream. Before, ice creams produced by state-run manufacturers were the only choice, but nowadays, people prefer the ice creams made by Sino-foreign joint ventures or directly imported. The following brands are among the best-selling ones in Guangzhou:

Table 3: Major Popular Ice-cream Brands in Guangzhou:

Brands	Manufacturer
Five-Rams	Guangzhou Refrigerated Foods Ltd, formerly a state-own factory, acquired by Nestle some six months ago, over 90% of the milk powder used is sourced in China
Meadow Gold	Guangmei Foods Co. Ltd., a Sino-US joint venture
Mountain Cream	Wall's, subsidiary of Shanghai-based Unilever, an Anglo-Dutch joint venture

Nestle	Nestle, a Sino-Swiss joint venture in Dongguan city near Guangzhou
Meiji	Meiji Co., a Sino-Japanese joint venture
Apollo	Apollo Co., a joint venture with Hong Kong interest
Bud's	Bud's, a Sino-US joint venture in Beijing, but U.S.-made Bud's is also imported and distributed in South China by Kunlex Co. Ltd.
TCBY - The Country's Best Yogurt	the first ice cream specialty shop from abroad in South China

In South China, popular forms of ice creams are popsicles with condensed milk inside, ice cream cones in various flavors, ice cream cups for individual consumption, and ice cream boxes for the whole family. Ice cream makers normally deliver ice creams in refrigerated trucks to back-lane stores, 24-hour convenience stores and supermarkets for retailing. Several other imported brands without local production plants are also available, such as Bud's, Dreyer's and Haagen Dazs. Soft Serve ice cream, usually made from a base of milk and mainly introduced by McDonald's has swept the country in the last two years since 1997. The sale of the serving machines has penetrated far into the interior of the country. In summer, it is popular for youngsters to eat frozen ice cream desserts in McDonald's and KFC where non-dairy milk shakes and sundaes with various flavors are served. Sold at about Rmb 6.50 (US\$ 0.79) per cup, the soft serve non-dairy ice creams served in these American fast-food chains are generally applauded by the youngsters.

Ice cream specialty shops have also sprung up in South China. TCBY is among one of the first to open specialty shops, followed by Apollo and Dairy Queen. These specialty shops are normally in the prime location of the commercial district, decorated in the same way as a fast-food restaurant where people can relax and talk freely while having a cone after getting off work or doing the shopping. Students and young urban professionals are the main patrons, they just enjoy the atmosphere and superior quality of the ice creams served and high price does not seem like a problem. In these specialty shops, the price of ice cream may go to as high as RMB 78 (US\$ 9.43, 1 US\$ = RMB 8.27) a pint. With the further increase in people's income, the high-end ice cream market will continue to grow, and deserve the attention of American ice cream manufacturers.

### III: Imported Dairy Products

In this report, two sets of trade data are employed, i.e., the China Customs figures issued by China Customs and Hong Kong re-exports to China figures issued by Hong Kong Government. One may easily notice the variation between the two sets of trade data. The reason behind this is very simple, many imports into China mainland are via unofficial channels, hence not registered with the China Customs. The majority of food products imported into South China enter the country via Hong Kong. For dairy products, the majority of fluid milk is transhipped through Hong Kong, but the majority of whey comes in directly. In final analysis, the Hong Kong figures may be more trustworthy.

1998 saw a sharp decrease in the imports of most dairy products. More whey powder began to be imported



directly mainly due to the cut in import tariffs. The decrease was attributed the following factors:

Firstly, two large-scale dairy factories (Yili in Inner Mongolia and Nestle in Heilongjiang) became fully operational in 1998, leading to an over-supply of dairy products in the domestic market;

Secondly, the Chinese Government stepped up the crackdown on smuggling, as a result, transshipments from Hong Kong, many of which were unregistered with the China Customs, decreased, but direct imports of some products (whey powder and cheese) increased sharply.

Table 4: Hong Kong Re-export of Dairy Products, Value in USD 1000					
HS Code	Product	1996	1997	1998	98/97 %
0401.00	Milk & cream, not concentrated	58,226	100,909	9,707	-90
0402.00	Milk Powder	733,085	758,955	106,049	-86
0403.00	Buttermilk & yogurt	11,657	24,814	2,688	-89
0404.00	Whey	112,809	141,030	11,975	-91
0405.00	Butter & other fat	83,103	69,280	8,318	-88
0406.00	Cheese & curd	21,449	29,990	3,029	-90
	Total	1,020,329	1,124,978	141,766	-87
Source: Hong Kong Government Re-export Data					

Table 5: China Imports of Dairy Products from World, USD in thousand					
HS Code	Product	1996	1997	1998	98/97 %
0401	Milk, cream not concentrated	19,000	19,000	18,000	-5
0402	Milk Powder	8,800	20,000	17,000	-15
0403	Buttermilk & yogurt	900	800	300	-63
0404	Whey, other milk product	300	600	1,300	117
0405	Butter, oils from milk	342	2	371	N/A
0406	Cheese & curd	30	800	2,000	150
	Total	29,330	41,200	39,000	-5
Source: China Customs					

#### IV Tariffs:

Import tariffs for the dairy products range from 6 to 50 percent, while Value Added Tax is 17%, therefore, the effective tariff varies from 24 percent to 75 percent. Tariffs are still one of the main barriers preventing imported goods from being competitive in the China market.



Table 6: China Tariff Rates by HS Codes & Products				
HS Code	Products	Preferential Rate %	VAT %	Effective Rate
0401.00	Milk & Cream not Concentrated			
0401.10	< 1% fat	25	17	46.25
0401.20	>1% but <6% fat	25	17	46.25
0401.30	> 6% fat	25	17	46.25
0402.00	Milk Powder			
0402.10	< 1% fat	25	17	46.25
0403.00	Buttermilk, yogurt, etc			
0403.10	Yogurt	50	17	75.50
0403.90	Buttermilk	50	17	75.50
0404.00	Whey, Con. or not Con.			
0404.10	Whey	6	17	24.02
0405.00	Butter & other fat from milk			
0405.10	Butter	50	17	75.50
0405.20	Dairy Spreads	50	17	75.50
0406.00	Cheese & curd			
0406.10	Fresh cheese	50	17	75.50
0406.20	Cheese, grated/ powdered	50	17	75.50
Source: PRC Import & Export Regulations				

China agreed in 1999 to reduce tariffs on certain dairy products upon accession to the WTO. The tariff cut would be implemented by 2004. The rate for cheese will drop to 12 percent, and the rate for ice cream will drop to 19 percent.

#### V. Competition Faced by American Products:

It is undeniable that many consumers in China's major cities are biased toward imported dairy products, but the problem for American products is that they are more expensive than products from other countries. As a matter of fact, the dairy products made in Australia and New Zealand are more popular than American products. Publicity is one factor. Due to the unrelenting efforts of the New Zealand Dairy Board, New Zealand dairy products, such as milk powder, milk tablets (tablet-shaped solid milk), cheese and butter are widely available in the local high-end supermarkets. In many of the 3-star and above hotels all over China, the New Zealand-made Anchor butter and cheese slices are almost the only choice when it comes to breakfast.

China's dairy companies say that American dairy products are more expensive than other countries. Taking whole milk powder for instance, they say the whole milk powder from America is more expensive. The price is

in the range of US\$ 3,000 to 4,000 per ton CIF China, while the whole milk powder from other countries is normally less than US\$ 2,000 per ton. As for skimmed milk powder, the American product is priced at US\$ 1,300 per ton CIF China, about the same as New Zealand products, but still higher than other countries. Therefore, America's milk powder in general is not as competitive as the products from other countries in the China market, where price is still an important determinant. This conclusion tallies with the trade data which shows that the U.S. is led by Australia and New Zealand in most of the product lines except in whey.

Whey is widely used in the food processing and feed industries in China, the U.S.-made whey is well accepted by the local confectioners and feed manufacturers. Due to a cut in import tariff, 1998 witnessed a sharp increase in direct import of whey powder into China and correspondingly, a sharp decrease in re-export from Hong Kong to China. It is expected that the United States will maintain its leadership in the export of whey powder to China.

Milk powder, especially infant-formula one is another major dairy product where the U.S. products have potentials. Currently, China imports more milk powder from New Zealand than from United States, but the U.S. milk powder is generally believed to be of higher quality due to the stricter quality and hygiene requirements imposed by the U.S. government. If the price drops, U.S. milk powder will have a bigger market share in China.

To succeed in the China market, the first thing that a U.S. dairy company should do is to make its price competitive in line with the general purchasing power of the Chinese people. Secondly, to select a capable agent. To have an agent with extensive distribution network nation-wide will it easier to market the U.S. products. But not all agents have the import licenses, which are mainly granted to the state-owned import/export firms. If the agent does not have an import license, the U.S. company will still have to select an importer to handle the customs declarations. Guangzhou and Shanghai are the two major cities to look for the right candidates when selecting importers and agents. Thirdly, to launch publicity campaign, such as TV commercials, newspaper and magazines advertisement and in-store promotion. These are very instrumental vehicles to boost the awareness of the local consumers. In the case of infant-formula milk powder, alignment with maternity hospitals is extremely conducive to the sales of products.

Table 7: China's Imports of Milk/Cream not concentrated (HS 0401), by Country of Origin, value in USD 1000

Rank	Country	1996	1997	1998	Share 1998
1	Australia	1,307	2,587	2,217	68
2	New Zealand	506	230	481	15
3	U.S.	555	478	194	6
4	Hong Kong	178	138	97	3
	World Total	3636	3920	3264	100

Source: China Customs

Table 8: China's Imports of Milk Powder Concentrated (HS 0402), by Country of Origin, Value in USD 1000

Rank	Country	1996	1997	1998	Share 1998
1	New Zealand	3,561	5,457	17,680	45
2	US	2,601	2,212	4,978	13
3	Netherlands	2,778	2,423	4,787	12
4	Ireland	1,923	1,407	4,197	11
	World Total	19,283	19,131	39,157	100
Source: China Customs					

Note: As per the latest statistics issued by the China Customs, in the first five months, China's imports of milk powder increased by 441 percent, but imports from the United States dropped by 5 percent from the same period of last year.

Table 9: China's Imports of Yogurt (HS 040310), by Country of Origin, Value in USD 1000					
Rank	Country	1996	1997	1998	Share 1998
1	Australia	19	14	31	34
2	S. Korea	/	17	31	34
3	Hong Kong	42	1	30	32
	World Total	161	45	94	100
Source: China Customs					

Table 10: China's Imports of Whey (HS 040410), by Country of Origin, Value in USD 1000					
Rank	Country	1996	1997	1998	Share 1998
1	US	7,090	10,476	10,052	26
2	France	4,260	9,357	9,515	24
3	Australia	3,633	4,045	3,972	10
4	Netherlands	3,898	3,839	3,572	9
	World Total	27,405	37,204	39,403	100
Source: China Customs					

Table 11: China's Imports of Fresh Cheese (HS 040610), by Country of Origin, Value in USD 1000					
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Rank	Country	1996	1997	1998	Share 1998
1	New Zealand	/	61	345	92
2	Australia	5	6	19	5
3	Switzerland	/	/	9	3
	World Total	20	70	373	100
Source: China Customs					

#### VI: Listing of Dairy Products Importers:

Beijing Newly Weds Foods Co. Ltd.  
 No. 1 Jiaomen, Fengtai District, Beijing 100075  
 Tel:(8610)6725-9319 ext. 21  
 Fax: (8610) 6725-9318

Chia Tai Conti Ltd.  
 Dongpu, Guangzhou, Guangdong  
 Tel: 86-20-8230-8817  
 Fax:86-20-8230-9166

CPC Guangzhou Food Ltd.  
 2/f, No. 170-174, Zhanyi St., Linhedong Rd.,  
 Tianhe, Guangzhou, Guangdong 510610  
 Tel: 86-20-3880-3413  
 Fax: 86-20-3880-3422

Danone Company Guangzhou  
 Panlonggang, Shatai Gonglu Meihuayuan  
 Guangzhou, Guangdong 510510  
 Tel: 86-20-8770-6365  
 Fax: 86-20-8770-6391

Dongguan Kennedy's Icecream Co.. Ltd.  
 Rm303, 3Fl. Tangyanjiu Bldg, Guantai Rd.  
 Dongguan, Guangdong 511700  
 Tel: 86-769-225-1899  
 Fax:86-769-246-6905

Dongguan Shunjing Food Supplies Group Co., Ltd.  
 No. 85, 87, 2/F, Dongguan, Guangdong 511700  
 Tel: 86-769-248-3088

Dongmei Non-Staple Buy-Sale Section, Dongguan  
 No. 84, Zhongxing Rd., Guangcheng  
 Dongguan, Guangdong 511700

Tel: 86-769-221-6105

Fax: 86-769-222-2562

Fangcun Tongyi Food Ingredient Company

No. 14, Chaoxingjie, Renji Rd.

Guangzhou, Guangdong, 510120

Tel: 86-20-8185-0293

Fax: 86-20-8188-2305

Guangdong Cereals & Oils I/E Corp.

Guangzhou, Guangdong 510300

Tel: 86-20-8420-8518

Fax: 86-20-8420-7518

Jinding Dairy Products Factory

#68, Huazhou Road, Shiliugang, Guangzhou,

Tel: 8620- 84213964

Fax: 8620 - 84213964

Please contact the ATO Guangzhou (Fax:8620-86660703, [email:ato@gitic.com.cn](mailto:ato@gitic.com.cn)) for the names of contacts of these companies.