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GAIN Report

Global Agricultural Information Network

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Matchmaking Promoted by ATO Hong Kong Brings New Natural and Organic Food Products to the Market

Report Categories:

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Report Highlights:

Matchmaking promoted by ATO Hong Kong brings more U.S. food products to Hong Kong via
Global Consumer Products Private Ltd.

Global Consumer Products Private Ltd. (HKGCP) is a Hong Kong importer of natural and healthy food products. HKGCP was interested in expanding their product range to include more high quality natural and organic products from the United States. ATO Hong Kong sponsored HKGCP to attend All Things Organic-BioFach America at Natural Products Expo East (September 21-24, 2011) to source new products. HKGCP's Chief Operating Officer – Mr. Paul Lam, was able to meet with various U.S. food suppliers based in the east coast at the show and establish contacts with them. HKGCP is now working with five new U.S. companies to supply a wide range of products, including organic snacks, organic confectioneries, organic baby foods, milk powder for adults and omega-three products. The initial total order size is expected to be around US\$100,000, with the potential to grow to US\$8 million in the next 12-months according to the company.

Mr. Paul Lam (left) with some of his new-to-market U.S. products

