

Required Report: Required - Public Distribution

Date: June 17, 2021

Report Number: CH2021-0065

Report Name: Retail Foods

Country: China - People's Republic of

Post: Beijing ATO

Report Category: Retail Foods

Prepared By: FAS China

Approved By: Christopher Bielecki

Report Highlights:

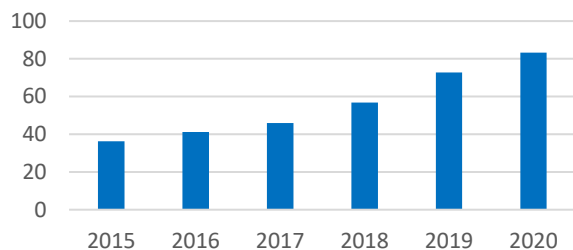
In 2020, China's overall retail sales decreased 4 percent while online retail sales increased 11 percent due to the pandemic's effects on consumer habits. In the first four months of 2021, retail sales of consumer goods rebounded, increasing 29.6 percent compared to the same period in 2020. Online food and grocery sales increased an impressive 31 percent in 2020 as residents dined out less and online platforms met consumer demand for contactless delivery. Major retail trends include the continued move toward unifying e-commerce and brick-and-mortar retail, enhanced food and grocery delivery services, the growth of live streaming, and the rapid development of the community group buying platform. In 2020, imports of consumer-oriented food products from the world reached \$82 billion, an increase of 13.7 percent compared to 2019. U.S. exports of consumer-oriented food products to China increased 69 percent to a record \$5.4 billion in 2020, driven by strong growth in pork, beef, and poultry meat.

Market Summary:

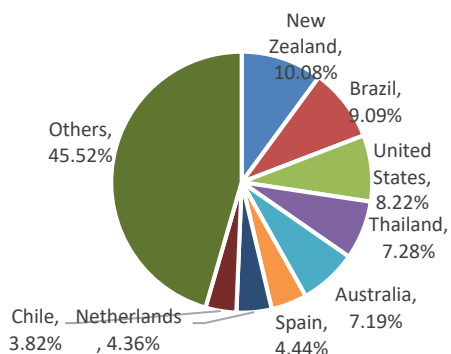
In 2020, overall retail sales of consumer goods declined for the first time in the past 10 years as the pandemic took a toll on disposable incomes and in-store shopping. In 2020, online retail sales increased by 11 percent compared to 2019, and online grocery and food sales increased 31 percent year-over-year, as consumers increasingly used mobile delivery applications to have fresh produce and other grocery items delivered to their door. Traditional offline-only retail chain market share continued to erode due to pandemic-related movement restrictions and consumer preferences for online grocery and food delivery.

In 2020, U.S. exports of poultry, beef, and pork increased due to overall import demand growth, while U.S. exports of wine, seafood, distilled spirits, fresh fruit, and confectionary products decreased, in part due to global shipping disruptions and increased COVID-related import controls.

China's Imports of Consumer-Oriented Food Products (\$USD millions)



China's Imports Consumer-Oriented Food by Market Share



Retail Sector Quick Facts (2020)

Imports of Consumer-Oriented Products

\$83.34 billion

Top 10 Imports of Consumer-Oriented Products*

- | | |
|-------------------------|---------------------------|
| 1) Pork & pork products | 2) Dairy products |
| 3) Fish products | 4) Beef and beef products |
| 5) Fresh fruit | 6) Food preps |
| 7) Poultry & products | 8) Meat products NESOI |
| 9) Wine & beer | 10) Tree nuts |

Retail Industry Gross Sales (USD \$ trillion)

Total retail sales: \$6.04

Online sales: \$1.81

Top 10 Supermarket Chains

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

GDP/Population (2020)

Population: 1.4 billion

GDP (current US\$): \$15.68 trillion

GDP per capita (current US\$): \$10,276

Per capita food expenditure: \$992

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

*Note: food and beverages; includes seafood.

Strengths/Weaknesses Opportunities/Challenges SWOT Analysis

Strengths	Weaknesses
<ul style="list-style-type: none"> - U.S. food products are perceived as high quality and safe; offer a wide selection. 	<ul style="list-style-type: none"> - Increased tariffs and bilateral political uncertainty.
Opportunities	Threats
<ul style="list-style-type: none"> - Increasing health awareness - Online and fresh grocery delivery. - The U.S. – China Phase One Trade Agreement expanded market access and improved competitiveness. 	<ul style="list-style-type: none"> - Consumers increasingly trust domestic food production, processing, and safety. - Reduced disposable income caused by macroeconomic headwinds.

Section I. Market Summary

In 2020, retail sales of consumer goods decreased 4 percent to \$6.04 trillion due lower consumer spending caused by uncertainty from the COVID-19 pandemic. In the first four months of 2021, this trend reversed with retail sales increasing by 29.6 percent. In 2020, approximately 30 percent of all retail sales were made online representing an increase of 11 percent compared to the prior year. The COVID-19 pandemic had a profound effect on the country's retail landscape as e-commerce companies gained ground over traditional brick-and-mortar retailers. E-commerce platforms leveraged customer data, advanced logistics, and delivery services to meet the needs of consumers who were either under travel and movement restrictions, or apprehensive about venturing out to public shopping areas. Food and grocery retailers sought to shorten supply chains by strengthening direct sourcing capabilities from local farms and food manufacturers.

Sales of food and grocery items on online platforms, and offline stores offering home delivery, grew rapidly in 2020. Several Hema Fresh grocery stores in Beijing and Xi'an reported receiving so many online orders in early 2020 that an entire day's worth of grocery inventory would sell out within 30 minutes. Online orders for Sam's Club reportedly increased 30 percent in early 2020 as China implemented various stay-at-home orders. Traditional hypermarkets lost market share to e-commerce platforms and other retailers offering fast delivery service. Due to COVID-19 fears, online platforms also gained significant market share among senior citizens, who had previously been relatively more hesitant to shop online. For example, online Hema Fresh orders by those aged 60 and above grew by 10 percent in 2020. For additional information about COVID-19's effects on e-commerce, see the USDA GAIN report, [COVID-19 Drives E-commerce in China](#).

In 2020, consumers reduced their purchases of premium products as disposable household income decreased. Imported food products are generally easy to find in higher end grocery stores and specialty shops in first tier-cities such as Beijing, Shanghai, Guangzhou, and Shenzhen. In recent years, e-commerce platforms operating offline grocery stores in [second- and third-tier cities](#) have increasingly stocked imported products in these smaller markets to meet consumer demand for novel products. However, in 2020, middle-income consumers in these second- and third-tier cities appeared to switch from premium imported products to more economical but relatively high-quality domestic foods, including infant dairy formula, fresh fruit, and beverages. In response, some retailers and distributors have begun to offer smaller packages of imported products to attract consumers with reduced unit prices in ready-to-deliver family-sized packages.

Local governments issued shopping coupons in 2020 to boost consumption. Consumers used these coupons on online retail platforms, offline stores, local restaurants, and other online consumer service platforms (e.g., travel, tourism). Promotions helped the retail industry rebound through a series of well received online and offline events, especially during national holidays and other special shopping days, such as "Singles' Day" (November 11) and "Double 12" (December 12) which retailers used to stimulate sales. The e-commerce platform JD.com reported transaction volumes reaching \$40.9 billion

during Singles Day in 2020, an increase of 32 percent compared to 2019. Sales of imported high-end wines on JD.com witnessed a 600 percent increase on Singles' Day.

Food and Grocery Retail Trends

- 1) **Retail digitization:** The pandemic accelerated retail digitization in China. Retail digitization refers to using technology in all facets of operations, including the consumer experience, delivery, logistics and supply chains, and consumer data. Industry surveys revealed that 63 percent of retail companies reported accelerating their digital transformation process due to COVID-19 as consumers across all income levels converted to online shopping. During the first six months of 2020, the number of consumers buying goods and service online rose steadily. Online sales of physical goods rose by 14.3 percent on an annual basis, while total retail sales of consumer goods fell by 11.4 percent.
- 2) **Livestreaming:** In 2020, livestreaming retail channel sales were expected to reach \$160 billion, becoming the second largest online shopping channel after standard e-commerce. Livestream sales now account for 10 percent of all online sales and involve 388 million users. 65 percent of livestream channel consumers purchased fruit, fresh products, and seasonings, while 52 percent purchased snacks and soft drinks. China recorded more than 10 million livestream marketing activities in the first half of 2020 attracting more than 50 billion views, as consumers sought out entertainment and safer alternatives to in-store shopping during the pandemic.
- 3) **Community Group Buying:** Stimulated by the pandemic, community group buying increased over 100 percent in 2020 with sales reaching \$10 billion. Industry forecasters expect community group buying could exceed \$150 billion by 2025. Community group buying involves an e-commerce company soliciting community leaders who take orders from friends, family, and neighbors. Products are delivered to a central location, and the leader facilitates order distribution in exchange for receiving discounts. Companies can offer lower prices due to bulk ordering and lower delivery costs. Currently the most frequently sold products are daily consumables, such as fresh vegetables, fruit, dairy products, and beauty products. Fresh fruit products are the most popular and make up 48.9 percent of purchases. Contacts expect that this channel will increasingly carry a larger variety of products, including imports. Key e-commerce players have invested heavily in this new channel given the fast-growing market and strong penetration into rural areas and lower-tiered cities.
- 4) **Private Label:** As a result of COVID-19, many retailers realized that the supply stability of brands, especially imported ones, can be easily affected by forces outside their control. Global shipping disruptions and new regulations issued by the government on imported food products in response to the pandemic led to depleted inventories at Chinese retailers. As a result, retailers have increased their private label offerings, especially for beverages, tree nuts, dried fruits, and dairy products. In 2020, the private label market increased an estimated 23 percent. U.S. tree nuts, dried fruits, and snack foods have potential to be exported to retailers seeking to bolster their private label offerings.

- 5) **Plant-based Meat and Protein Products:** Chinese consumers are beginning to experiment with new plant-based beverages, yogurts, and meat alternatives. These products can usually be found in high end grocery stores and online. For more information about the plant-based meat alternative market in China, see the USDA GAIN report, [Market Overview of Plant-Based Meat Alternative Products in China](#).

For U.S. food and agricultural exporters, Table 1 provides a summary of key advantages and challenges of selling products to China.

Table 1. Advantages and Challenges Exporting Food and Agriculture Products to China

Advantages	Challenges
U.S. agricultural products are generally perceived as high quality and safe. U.S. exporters can offer a wide selection of products.	The quality of domestic products continues to improve.
The United States is generally considered a trustworthy and reliable supplier.	Potential importers of U.S. products report uncertainty due to global shipping challenges, bilateral tensions, and increased government oversight (especially for imported products requiring refrigeration).
New retail distribution channels and improved logistics have increased the number of potential consumers of U.S. imports.	Consumers increasingly trust domestic brands and products. Lower disposable incomes, especially among the second-, third-tier city, and rural, consumers.
The U.S.-China Phase One Trade Agreement addressed non-tariff barriers to U.S. agriculture and seafood products, including meat, poultry, seafood, rice, dairy, infant formula, horticultural products, animal feed and feed additives, pet food, and products of agriculture biotechnology.	Higher tariffs relative to imports from other countries; a sensitive bilateral relationship.

Section II. Road Map for Market Entry

Entry Strategy

China is a set of complex, diverse, and fluid consumer and regional markets. Customers living in different regions have different diet and consumption habits. New-to-market exporters need to conduct market research to identify target customers and distribution channels. They should take time to understand the relevant regulations and requirements for their products. For general information about import procedures, please review the [FAS Exporter Guide](#). For those seeking specific import regulations, requirements, and certificates needed to export products to China, please review the [FAIRS](#)

[Country Report - Food and Agricultural Import Regulations and Standards](#) and the accompanying [FAIRS Export Certificate Report - Food and Agricultural Import Regulations and Standards](#).

In April of 2021, China Customs (GACC) announced the Regulations on the Registration and Administration of Overseas Producers of Imported Food, or GACC Decree 248. The regulation is slated to take effect on January 1, 2022 and will require all overseas food manufacturers, processors, and storage facilities to be registered with GACC to export to China. For additional information, please see the USDA GAIN reports [Overseas Facilities Registration -Decree 248](#) and [Decree 248 and 249 Status Update on Facilities Registration and Food Safety Measures](#).

Since the beginning of the COVID-19 pandemic, China has implemented a variety of new import measures, including testing and disinfection requirements, purportedly aimed at limiting the spread of the virus. Several provinces and municipalities have likewise implemented new requirements affecting food and agricultural trade. The regulatory environment is dynamic, with new measures being implemented sporadically and often without notification. In addition, there is a potential for inconsistent interpretation of the regulations at various ports of entry and at cold chain facilities. Additional information about China's COVID-19-related import measures is available in the [FAIRS Country Report – Food and Agricultural Import Regulations and Standards](#).

Traveling to China is highly recommended to evaluate partnerships, build connections, and identify new opportunities. By visiting potential markets and speaking directly with retailers and distributors, U.S. exporters will better understand how the retail landscape is evolving. It is suggested that U.S. exporters, or their designated in-country representatives, visit wholesale and retail markets, meet with key importers in first-tier cities, speak with online and e-commerce food and grocery platforms, and visit at least [one second- or third-tier city](#). In addition, exporters should consider attending retail industry trade shows, such as SIAL China, held in Shanghai each May, or China Shop, usually held each November in a different city and organized by the China Chain Store & Franchise Association. **Due to the global pandemic, China implemented strict visitor and quarantine rules for international travelers making most short-term business travel impractical. Please refer to the [U.S. State Department's China travel page](#) for the most current information.** Considering continuing travel restrictions, it may make sense to work through a local business consultant.

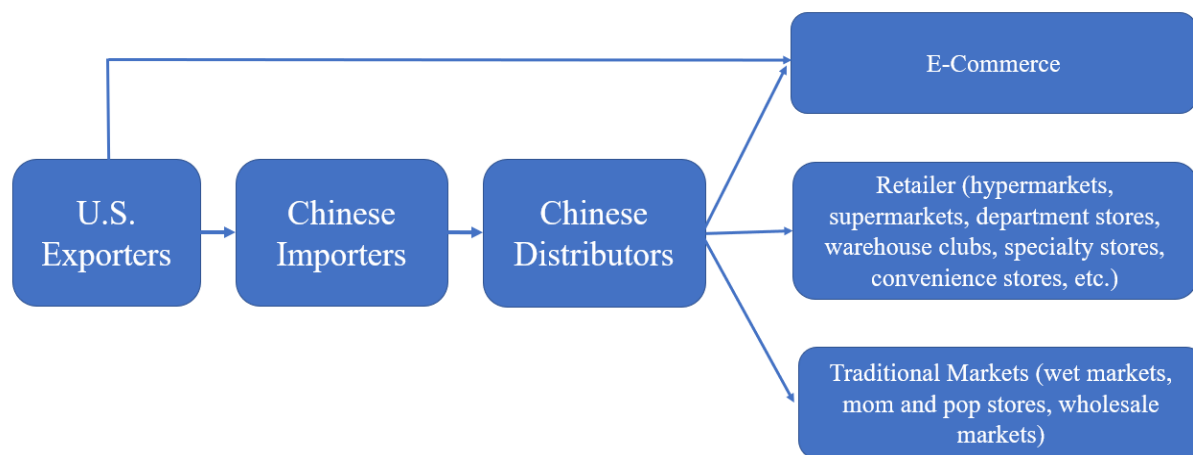
Customs clearance procedures change frequently. When discussing potential sales, it is recommended that exporters consult with importers, distributors, and retailers to make sure that U.S. products comply with relevant Chinese rules and regulations. These contacts or their import agents should be able to explain and handle customs clearance, quarantine, labeling, and any licensing procedures. The [FAIRS Country Report - Food and Agricultural Import Regulations and Standards](#) and the accompanying [FAIRS Export Certificate Report - Food and Agricultural Import Regulations and Standards](#) are good sources for understanding customs requirements, however in-country agents are best able to answer specific questions.

Market Structure

Food and agricultural products are sold and distributed through three main retail channels: e-commerce, offline (brick-and-mortar) retail, and traditional markets (Figure 1). Offline retail predominantly consists

of hypermarkets (large urban stores combining grocery and home goods), supermarkets, departments stores, warehouse clubs (e.g., Sam’s Club and Costco), specialty stores, and convenience stores. Traditional markets still serve approximately 50 percent of the population daily, especially in rural areas and lower-tiered cities. The division between e-commerce and offline retail is quickly blurring as many e-commerce companies open offline grocery stores (this trend is referred by the industry as “new retail”). In the past few years, several new e-commerce platforms have emerged, including community group buying and livestreaming. To meet consumer needs for entertainment, social engagement, and contactless shopping during the pandemic, these platforms gained significant popularity, and subsequently investment and attention from retail companies.

Figure 1. Retail Distribution Channels



Company Profiles & Top Retailers

In 2019, sales from the top 100 supermarket chains reached \$140 billion, and accounted for 18.1 percent of food retail sales. The number of stores for the top 100 supermarket chains reached 26,000 (see Table 2 for the top 100 chains). E-commerce companies have diverted customer traffic from many of the largest traditional supermarket chains. In addition, some international retailers have withdrawn from China or sold their stakes to domestic firms given increasing labor and rental costs. In June 2019, Carrefour sold its operations to a local retailer, Suning. In addition, Metro sold a majority stake in its China business to the domestic chain, Wu-Mart. Tesco, the largest retailer in the United Kingdom sold its Chinese business to CR-Vanguard. Some international players remain optimistic about the market, including Costco from the United States, which opened its first store in August 2019 and ALDI from Germany, which opened its first store in June 2019.

In 2019, the convenience store sector grew by 13 percent with sales of \$36.5 billion, and the number of stores reached 132,000. Compared with convenience stores in Japan, which offer an average of 30 percent private label products, private label products carried by Chinese convenience stores account for

less than 5 percent of total SKUs. Industry contacts expect that convenience store operators will increase their offerings of private label products in the future.

Online retail played an important role during the pandemic by ensuring the timely supply of daily necessities. In 2020, online retail sales reached \$1.81 trillion, up 10.9 percent compared to 2019. Online retail sales of physical goods reached \$1.5 trillion, a year-on-year increase of 14.8 percent, and accounting for 24.9 percent of consumer retail good sales. There are six major e-commerce players carrying a full array of products including consumer-packaged foods. Alibaba is considered the largest, followed by JD.com, Pinduoduo, VIP, Suning, and Missfresh.

Table 2. Top 10 Supermarket and Convenience Store Chains

Supermarket			Convenience Stores	
Company	Sales (\$ Billions)	Number of Outlets	Company	Number of Outlets
CR-Vanguard	13.6	3,234	Yijie	27,600
RT-Mart	13.5	414	Meiyijia	22,394
Yonghui	13.3	1,440	Kunlun Haoke	20,212
Wal-Mart	11.8	442	Tianfu	5,808
Lianhua	7.8	3,381	Luoshen	3,256
Hema	5.7	250	Luoshen Family Mart	2,967
Wu-Mart	5.4	475	7-Eleven	2,387
Carrefour	4.5	233	Shizhu Zhishang	2,358
Jiajia Yue	3.9	755	Jian Fu	2,021
Bubugao	3.5	355	Bian Li Feng	2,000

Source: China Chain Store & Franchise Association

Note: Supermarket data is from 2019 and convenience store data is from 2020.

Section III. Competition

In 2020, China's consumer-oriented food imports reached \$83 billion, an increase of 13.7 percent over the previous year. As the first major economy to rebound from the pandemic-related economic downturn, China imported significant quantities of beef, pork, poultry, tree nuts, fresh fruit, and dairy products in the second half of 2020 and into 2021. The United States is the third largest supplier of consumer-oriented food products with an 8 percent market share, behind New Zealand at 10 percent, and Brazil at 9 percent. China has signed free trade agreements with at least 17 countries and regions. These agreements provide lower or no tariffs, giving certain imported products a competitive advantage over comparable U.S. products.

Brazil and the European Union are the top competitors to U.S. pork products. Brazil is also the largest poultry supplier to China. New Zealand is the leading dairy supplier with 40 percent of the market. Fresh fruit is supplied by Thailand, Vietnam, other Southeast Asian nations, and South American countries, including Chile and Peru. Brazil, Argentina, and Australia are the top three suppliers of beef

and beef products. Australia is the leading prepared foods supplier, exporting slightly more than the United States. See Table 3 for more information about major consumer-oriented imports.

Consumer perceptions of the quality of domestic products has steadily improved in recent years. Domestic media have shared unscientific stories of coronavirus detections on imported products, on product packaging, at ports of entry, and in import wholesale markets. As a result, some consumers and distributors have switched from imports to domestic products.

Table 3. Major Consumer-Oriented Imports by Category

Product	Supplier Market Share	Noteworthy Developments
Pork Imports \$14.6 billion	1. Spain: 22% 2. United States: 14%	U.S. pork and pork product exports reached a record high of \$2.10 billion in 2020. Pork products received expanded market access under the Phase One Trade Agreement .
Beef Imports \$10.3 billion	1. Brazil: 41% 2. Argentina: 20% 3. Australia: 15% 4. Uruguay: 9% 5. New Zealand: 8% 6. United States: 2%	U.S. beef and beef product exports reached a record high of \$304 million in 2020. For more information about exporting U.S. beef to China see the China: Beef - New To China Market Product Report .
Fresh Fruit Imports \$9.2 billion	1. Thailand: 37% 2. Chile: 23% 3. Vietnam: 9% 4. Philippines: 6% ... 10. United States: 2%	U.S. avocados, nectarines, and blueberries were granted new or expanded market access under the Phase One Trade Agreement . For more information about exporting selected fruit exports, please review the New-to-Market Reports for California Haas Avocados , Fresh Nectarines , and Fresh Blueberries .
Poultry Imports \$3.5 billion	1. Brazil: 47% 2. United States: 21%	U.S. poultry and poultry product exports reached a record high of \$761 million in 2020. For more information about exporting U.S. poultry and poultry products to China see the China: Poultry Meat- New To China Market Product Report .
Fish and Seafood Imports \$12.5 billion	1. Russia: 15% 2. Ecuador: 14% 3. Vietnam: 8% 4. India: 7% 5. Canada: 6% 6. United States: 6%	U.S. seafood and fishery products received expanded market access under the Phase One Trade Agreement .
Dairy Products Imports \$13 billion	1. New Zealand: 40% 2. Netherlands: 16% 3. Germany: 7% 4. Australia: 7% ... 7. United States: 4%	U.S. dairy products received expanded market access under the Phase One Trade Agreement .

[Source: Trade Data Monitor](#)

Section IV. Best Product Prospects

The [Phase One Trade Agreement](#) included a commitment by China to make purchases of U.S. agricultural goods and addressed non-tariff barriers to U.S. agriculture and seafood products including meat, poultry, seafood, rice, dairy, infant formula, horticultural products, animal feed and feed additives, pet food, and products of agriculture biotechnology. Tariff exclusions may lower the cost for Chinese importers of U.S. products. A [consolidated GAIN report](#) outlines the tariff exclusion process and a consolidated tariff rate table by HS code. NOTE: The tariff exclusion process can only be undertaken by Chinese importers, however U.S. exporters should be aware of the exclusion process, tariff rates, and how it may affect pricing.

Due to insufficient supplies of domestic pork, imports reached historic levels in 2020 with an 118 percent increase year-over-year. U.S. poultry and poultry product exports to China increased from \$10 million in 2019 to \$761 million in 2020. The top U.S. consumer-oriented product exports to China in 2020 were pork and pork products, poultry and poultry products, tree nuts, fishery and seafood products, dairy products, prepared food products, beef and beef products, other meat products, fresh fruit, and processed vegetables (Tables 4 and 5). Specifically, U.S. products within the following categories may have good prospects for increasing sales:

Meat and Poultry Products: Consumers continue to increase their consumption of meat and poultry. Insufficient supplies due to African Swine Fever and expanded access under the Phase One Trade Agreement are expected to provide U.S. pork, beef, poultry, and related products with new opportunities.

Snack Foods: Imported snack foods, especially those perceived as healthy, such as tree nuts and dried fruits, are expected to increase as consumers renew their focus on healthy lifestyles.

Pet Food: Pet ownership continues to grow, and consumers are increasing their purchases of imported pet food. The Phase One Trade Agreement provided U.S. exporters with expanded market access. E-commerce has become the primary pet food sales platform.

Bakery Ingredients: The rapid growth of China's baking sector is driving demand for U.S. dairy products, tree nuts, edible oil, and dried fruit, fillings, and other ingredients.

U.S. dairy products: Consumers are increasingly looking for nutritious products and incorporating more dairy and cheese into their diet. Retail packaged cheese shows promise.

Table 4. Top Exports of U.S. Consumer-Oriented Food Products to China (\$ USD Millions)

Product Category	2015	2016	2017	2018	2019	2020	Year-over-year % change
Pork & Pork Products	319	577	489	330	1,096	2,095	91%
Poultry & Poultry Products	49	33	36	47	10	761	7510%
Tree Nuts	207	181	237	324	602	743	23%
Fishery Products	1,037	964	1,234	1,055	823	688	-16%
Dairy Products	432	377	569	488	358	519	45%
Prepared Food	166	160	195	238	286	308	8%
Beef & Beef Products	3	4	31	61	86	304	253%
Meat Products NESOI	153	162	185	257	232	220	-5%
Fresh Fruit	137	186	226	176	118	111	-6%
Processed Vegetables	133	147	115	121	109	82	-25%
Other Consumer Oriented	274	322	331	313	261	228	-13%
Total	2,910	3,113	3,648	3,410	3,981	6,059	52%

[Source: Trade Data Monitor](#)

Table 5. Top Imports of Selected Consumer-Oriented Products from All Countries (\$USD Millions)

Product Category	2018	2019	2020	Year-over-year % change
Beef & Beef Products	4,913	8,355	10,287	23%
Pork & Pork Products	3,601	6,393	14,552	128%
Poultry Meat & Prods. (ex. eggs)	1,140	2,013	3,501	74%
Meat Products NESOI	2,036	2,721	2,862	5%
Dairy Products	10,776	11,959	12,690	6%
Fresh Fruit	6,947	8,588	9,244	8%
Processed Fruit	1,009	1,194	1,231	3%
Tree Nuts	1,514	2,806	2,408	-14%
Food Preps. & Misc. Bev	4,067	4,578	5,555	21%
Non-Alcoholic Bev. (ex. juices, coffee, tea)	454	578	612	6%
Dog & Cat Food	206	307	621	102%
Consumer-Oriented Sub Total	44,993	57,171	70,792	24%

Seafood	11,844	15,641	12,549	-20%
Consumer-Oriented + Seafood Total	56,837	72,812	83,341	14%

[Source: Trade Data Monitor](#)

Section V. Key Contacts and Further information

FAS has five offices in China (Table 6), including the Office of Agricultural Affairs (OAA) located in the U.S. Embassy in Beijing, and four Agricultural Trade Offices (ATOs) in the U.S. Embassy in Beijing, and the U.S. Consulates in Guangzhou, Shanghai, and Shenyang. The OAA manages agricultural trade policy, commodity analysis, and market access issues. The ATOs carry out a variety of marketing activities with industry partners to promote U.S. agricultural and related exports.

Table 6. FAS Office Contact Information

Organization	Address	Telephone/Fax/E-mail
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
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
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
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
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 2318 1338 Fax: (86-24) 2318 1332 ATOShenyang@fas.usda.gov

Attachments:

No Attachments