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Organización
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para la
Agricultura
y la
Alimentación

COMMITTEE ON COMMODITY PROBLEMS

INTERGOVERNMENTAL GROUP ON BANANAS AND TROPICAL FRUITS

Fifth Session

Yaoundé, Cameroon, 3 – 5 May 2011

PRACTICAL GUIDELINES TO EXPORTING BANANAS AND TROPICAL FRUITS TO CHINA¹

I. INTRODUCTION

1. At its last session, the Intergovernmental group on Bananas and Tropical Fruits, in recognizing the potential for market expansion in China, requested the Secretariat, to further investigate consumption patterns (document BA/TF 11/3) as well as draw up practical guidelines for exporting bananas and tropical fruits to China. A household survey conducted by the State Statistical Bureau in 2006-08 indicated a doubling of demand for these fruits over 7 years since the previous survey (1999-2001) and per capita consumption stood at 3.2 kg for bananas, 0.5 kg. for pineapples, 0.5 kg. for longans and 0.7 kg for lychees. This document provides some guidelines to assist interested parties in their exporting efforts.

II. MARKETING CHANNELS

2. There are three major marketing channels for banana and tropical fruits in China: supermarkets; green grocers; and farmers' markets. Supermarkets are very competitive, especially in regard to quality and price, and consequently have the largest share of the market. However, green grocers continue to prosper because of their *convenient* locations (neighbourhood shops).

¹ This document was prepared from information gathered for the Secretariat by Dr Fu Qin, Director General, Professor, Institute of Agricultural Economics and Development, Chinese Academy of Agricultural Sciences, Nandajie, Beijing, China. His report is tabled as CCP:BA/TF 11/CRS 5.

Farmers' markets almost exclusively sell only domestically produced fruits, while imported fruits are sold through supermarkets and green grocers.

3. Apart from international supermarket chains, it is extremely difficult for an exporter to sell directly to consumers in China because of language and administrative difficulties. Conversely, domestic firms can only import if authorized to do so. Therefore, to succeed in penetrating the Chinese market, it is recommended that exporters identify suitable authorized importing partners in China to jointly market their fruits.

III. ESTABLISHING CONTACT

4. There are several ways to establish contact with fruit importers in China, the most direct and effective of which is to attend trade fairs organized by the Chinese Ministry of Agriculture, such as the Guangzhou Trade Fair. Another is to contact authorized companies directly. A list of major importers is available in Annex 1. The third is to select an importer from the internet, but caution is recommended. Some major internet sites are listed on Annex 2. Exporters may also consider establishing a joint venture with a Chinese company. Under its WTO commitments, China allows foreign companies to have full ownership of enterprises established in China. However, such an approach would require substantial initial investment.

5. Once relationship is established with a Chinese importer, strict rules and procedures must be complied with for exportation of bananas and tropical fruits to China, and must be reflected in the business contract between exporter and importers.

6. Fresh fruit imports are regulated by the Administrative Measures of Inspection, Quarantine, and Supervision of Entry Fruits, which came into force on 15 July 2005².

IV. GOVERNMENT AGENCIES AND DEPARTMENTS RESPONSIBLE FOR BANANAS AND TROPICAL FRUITS IMPORTS

7. Main Government agencies and departments responsible for imported bananas and tropical fruits include the General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ), the General Administration of Customs (GAC), the health administrative department and the standardization administrative department of the State Council.

8. AQSIQ is responsible for the inspection and quarantine of fruits entering the country (article 3 of the administrative measures of inspection and quarantine), while GAC is responsible for customs and excise inspection as provided for under article 2 of the *Customs Law*. The State Council is responsible for food safety (mainly MRLs for fresh fruit imports) and standards.

V. GENERAL REQUIREMENTS FOR IMPORTING BANANAS AND TROPICAL FRUITS

9. General requirements for importation of bananas and tropical fruits, include:
- a) *Health and safety*: Imported fruits must meet phytosanitary requirements agreed under a bilateral phytosanitary protocol between AQSIQ and the exporting country, which vary according to fruit variety and country of origin. An agreement on a phytosanitary protocol with AQSIQ for each type of fruit is a fundamental requirement. If such a protocol has not been agreed upon, exporters cannot export their fruits to China. AQSIQ negotiates its phytosanitary protocols on a product-by-product basis with individual exporting countries. For example, a country which

² Other important legislations are in Annex 3.

has signed a protocol to export pineapples is not automatically authorized to export mangoes as well. Similarly, if AQSIQ has allowed imports of oranges from California, this does not mean that Italy (or even other states in the United States) can export oranges too. The negotiation of these protocols is lengthy, and AQSIQ does not discuss different products from the same country simultaneously.

In regard to food safety, the most relevant for fruit imports deals with MRLs. Annex 4 contains a list of MRLs for the most commonly used chemicals in fruit production. However, for detailed information exporters should refer to the bilateral phytosanitary protocol between China and the exporting country.

- b) *Labeling*: Name and origin of the fruit, name or code of the packing factory must be specified on the packages in Chinese or English.
- c) *Quantitative restriction*: There are no quantitative restrictions for fruits exported to China. However, safeguard measures can be brought into effect if a product is imported in increased quantities which causes or threatens serious injury to a domestic industry that produces the same or directly competitive products.

VI. IMPORT PROCEDURES AND DOCUMENTATION

- 10. Importers of fresh fruit are responsible for:
 - tendering documents including Certificate of Origin, Plant Quarantine or Phytosanitary Certificate³;
 - inspection and quarantine declaration;
 - customs declaration;
 - ensuring imports meet national food safety standards; and
 - keeping records of imports and sale for at least two years.
- 11. The main steps of the importing procedures for fresh fruits are:
 - a) *Obtain licence for importing fruits*: Before an import shipment can take place the importer needs to file an application to AQSIQ for an Entry Animal and Plant Quarantine License of the People's Republic of China (EAPQL).
 - b) *Contract or agreement with exporter*: The importer signs a contract or agreement with the exporter and waits for the fruit shipment to arrive at the specified Chinese port.
 - c) *Customs*: When the cargo reaches the destination port, the importer prepares documents to apply to customs. These documents include: delivery order, packing list, invoice, contract or agreement, declaration for import.
 - d) *Relevant checks*: Customs authorities check relevant documents and AQSIQ carries out quarantine inspection of the fruit imports.

The importer or its agent must present the EAPQL (original) and PQC (original) when filing an application for inspection and quarantine.

³ Plant quarantine certificate (PQC) from the exporting country. Exporters are responsible for obtaining and forwarding these to the importers.

- e) Pay Duty: The importer shall pay duty on fruits according to the Customs Tariff Schedule⁴.
- f) Get final clearance: After the above phases, the importer reaches final clearance and takes delivery of the fruits.

⁴ 2011 Customs Import and Export Tariff Schedule of the People's Republic of China (Zhonghua Renmin Gongheguo Haiguan Shuize 2011) is published as shown in the appendix II.

Annex 1. Contact Information on major Chinese companies which import bananas and tropical fruits.

1. Zhen'ao EX & IM Co., Ltd (Dalian), Tel: 0411-2771057
<http://china-customs.com/customs-yellowpage/2102360008/>
2. Reach-All Global Logistics Co., Ltd (Dalian), Tel: 0411-87519397
<http://www.jinde-logistics.com/index.php?N=LinkMode>
3. Beijing Xinfadi Xianguofang Fruits Wholesale Co., Ltd, Tel : 010-58011297
<http://www.ebnew.com/company/20100424/160458306.html>
4. Guangzhou Shuguo Group, Tel:020-86471216 <http://www.gzvfg.com/jituan.htm>
5. Guangzhou Bufsun Co., Ltd, Tel : 400-8888-148 <http://www.bufsun.com>
6. Ningbo Free Trade Zone Ganglong Fruit Co., Ltd, Tel : 0574-27688186
<http://www.nbgl.com.cn/aboutjg.asp>
7. Xiamen Tonghui Trade Co., Ltd, Tel : 0592-5156081 <http://xmthtrade.com>
8. Nanjing Tianpeng Trade & Industry Co., Ltd, Tel: 025-58817144
http://gongyingshang.youboy.com/jiangsu/b/gys127308_60125.html
9. Shanghai Fruits Co., Ltd, Tel: 021-63765599 <http://ccn.mofcom.gov.cn/446139>
10. Qingdao Tianyuan Fruit Co., Ltd, Tel: 0532-88486028 <http://www.qdgp888.com/main.ph>
11. Beijing Changqing Zhonghong Guosu Food Co., Ltd, Tel: 18910368766
<http://zhonghongf-and-v.com>

Annex 2. Information sources on the Internet.

1. *the Law of the People's Republic of China on the Entry and Exit Animal and Plant Quarantine (Zhonghua Renmin Gongheguo Jinchujing Dongzhiwu Jianyi Fa)*, <http://www.cnca.gov.cn/rjwzcjgb/flfg/images/20061016/475.pdf>
2. *Regulations for the Implementation of the Law of the People's Republic of China on the Entry and Exit Animal and Plant Quarantine (Zhonghua Renmin Gongheguo Jinchujing Dongzhiwu Jianyi Fa Shishi Tiaoli)*, <http://www.cnca.gov.cn/rjwzcjgb/flfg/images/20061016/474.pdf>
3. *Criminal Law of the People's Republic of China (Zhonghua Renmin Gongheguo Shipin Xingfa)*, <http://wenku.baidu.com/view/7f8baff80242a8956bece4ad.html>
4. *Guidelines for regulating wood packaging material in international trade (ISPM15)*, http://www.fjciq.gov.cn/subject/mzbz/2008/1206707158_ispm_15_english.pdf
5. *List of Country or Area with allowed fruits entry into China (updated on Jan 4th, 2010)*, <http://www.xs.ziq.gov.cn/dqj/xiaoshan/Item/Show.asp?m=1&d=4539>
6. *the Administrative Measures of Inspection, Quarantine, and Supervision of Entry Fruits (Jinjing Shuiguo Jianyan Jianyi Jiandu Guanli Banfa)*, http://www.legaldaily.com.cn/misc/2005-06/30/content_162078.htm
7. *Procedures of import declaration*, <http://baike.baidu.com/image/a54e55fbaaab2634034f56b3>
8. *2011 Customs Import and Export Tariff Schedule of the People's Republic of China (Zhonghua Renmin Gongheguo Haiguan Shuize 2011)*, <http://www.jingjibook.org/Html/B/125/2006-11/4/200611496134.htm>
9. *Procedure for Inspection, Quarantine, and Supervision of Entry Fruits (Xiaoshan port in Zhejiang province, PRC)*, <http://www.xs.ziq.gov.cn/dqj/xiaoshan/Item/Show.asp?m=1&d=4665>.
10. *Procedure for Inspection, Quarantine, and Supervision of Entry Fruits (Ningbo port in Zhejiang province, PRC)*, <http://www.ccpitnb.org/index.php/default/nbfetview/id/69948/sub/tpl/en>
11. *Guide for Inspection, Quarantine, and Supervision of Entry Fruits (Zhuhai port in Guangdong province, PRC)*, <http://www.zhciq.gov.cn/showHallWorkInfo.do?colId=7331&threadId=7334&infoId=200809220000024>
12. *Safeguard Measures Regulations of the People's Republic of China (Zhonghua Renmin Gongheguo Baozhang Cuoshi Tiaoli)*, <http://www.en8848.com.cn/yingyu/84/n-93384.html>
13. *The Food Hygiene Law of the People's Republic of China (Zhonghua Renmin Gongheguo Shipin Weisheng Fa)*, http://news.xinhuanet.com/travel/2003-01/22/content_701902.htm

14. *Regulations on Report and Accreditation of Nutrients Supplementation (Yingyang Buchongji Shenbao Yu Pingshen Guiding (Shixing))*, <http://www.sda.gov.cn/WS01/CL0055/10396.html>
15. *Measures for Safety Administration of Import of Agricultural Genetically Modified Organisms (Zhuanjiyin Shengwu Jinkou Anquan Guanli Banfa)*, <http://wenku.baidu.com/view/5e502278168884868762d64f.html>
16. *Measures for Hygiene Management of Irradiation Food (Fuzhao Xinxian Shuiguo Shucai Weisheng Biao zhun)*, <http://www.people.com.cn/item/flfgk/gwyfg/1996/236003199601.html>
17. *Hygiene Standard for Irradiation Fresh Vegetables and Fruits (GB 14891.5—1997)*, <http://www.21food.cn/html/biaozhun/1349.htm>
18. *Codex General Technical Requirements for Irradiation Food (Fuzhao Shipin Tongyong Jishu Yaoqiu)*, <http://wenku.baidu.com/view/719c4a80e53a580216fcfe86.html>
19. *Measures for Customs Supervision and Control of the Bonded Areas (Baoshuiqu Haiguan Jianguan Tiaoli)*, <http://www.people.com.cn/item/flfgk/gwyfg/1997/307101199766.html>
20. *Customs Law of the People's Republic of China (Zhonghua Renmin Gongheguo Haiguan Fa)*, <http://www.people.com.cn/item/flfgk/gwyfg/1987/111703198701.html>
21. *Food Safety Law of the People's Republic of China (Zhonghua Renmin Gongheguo Shipin Anquan Fa)*, http://news.xinhuanet.com/legal/2009-02/28/content_10925078.htm
22. *Maximum residue limits for pesticides in food (Shipin Zhong Nongyao Zuida Canliu Xianliang)*, <http://wenku.baidu.com/view/907abd335a8102d276a22f19.html>.
23. *Safety qualification for agricultural product—safety requirements for non-environmental pollution fruit*, <http://www.xyzhj.gov.cn/download/bz/jichu/24.pdf>.

Annex 3. Other important related legislation

*The Law of the People's Republic of China on the Entry and Exit Animal and Plant Quarantine,
Regulations for the Implementation of the Law of the People's Republic of China on the Entry and
Exit Animal and Plant Quarantine,*

The Law of the People's Republic of China on the Entry and Exit Commodity Inspection,

*Regulations for the Implementation of the Law of the People's Republic of China on the Entry
and Exit Commodity Inspection,*

Food Hygiene Law of the People's Republic of China,

Regulations for the Implementation of Food Hygiene Law of the People's Republic of China,

Food Safety Law of the People's Republic of China,

Regulations for the Implementation of Food Safety Law of the People's Republic of China,

PRC Regulations for Origin of Imports and Exports,

Customs Law of the People's Republic of China,

*The Rules of the Customs of the People's Republic of China for the Administration of the Levying
of Duties on Imports and exports,*

Criminal Law of the People's Republic of China,

Safeguard Measures Regulations of the People's Republic of China.

The above legislation⁵ can be applied to import of bananas and tropical fruits.

⁵ The links of the legislation are necessary for importers to find the related legislation as shown in the appendix II.

Annex 4 - Maximum residue limits (MRLs) of pesticides in fruits

Name	Maximum residue limits (MRLs) in mg/kg
acephate	0.5 for all kinds of fruits
amitraz	0.5 for Pyrus and Citrus
azocyclotin	2 for Pyrus and Citrus
bifenthrin	0.5 for Pyrus and 0.05 for Citrus
bromopropylate	2 for Pyrus and Citrus
buprofezln	0.5 for Citrus
cadusafos	0.005 for Citrus
captan	15 for Pyrus
cabendazim	3 for Pyrus and Vitis, and 0.5 for other fruits
caboturan	0.5 for citrus
carbosulfan	0.1 for Citrus
chlorothalonil	1 for Pyrus and Citrus, 0.5 for Vitis
chlorpyrifos	1 for Pyrus, 2 for Citrus
clofentezine	0.5 for Pyrus and Citrus, 1 for date
cyfluthrin	0.5 for apple
cyhalothrin	0.2 for Pyrus and Citrus
cypermethrin	2 for Pyrus and Citrus
DDT	0.05 for all fruits
deltamethrin	0.1 for Pyrus, 0.05 for Citrus and tropical & subtropical fruits
dichlorvos	0.2 for all kinds of fruits
dicofol	1 for Pyrus and Citrus
diflubenzuron	1 for Pyrus and Citrus
dimethoate	1 for Pyrus, 2 for Citrus and stone fruits
diniconazole	0.1 for Pyrus
diphenylamine	5 for apple
endosulfan	1 for Pyrus
esfenvalerate	1 for Pyrus and Citrus
ethephon	2 for tropical and subtropical fruits (peel not for eating)
fenarimol	0.3 for Pyrus
fenbuconazole	0.5 for peach, 0.05 for banana
Fenbutatin oxide	5 for Pyrus and Citrus
fenitrothion	0.5 for all kinds of fruits
fenpropathrin	5 for all kinds of fruits
fenpyroximate	0.5 for apple and citrus
Fenthion	0.05 for all kinds of fruits

Annex 4 - Maximum residue limits (MRLs) of pesticides in fruits (cont'd.)

Name	Maximum residue limits (MRLs) in mg/kg
fenvalerate	0.2 for all kinds of fruits
flucythrinate	0.5 for Pyrus
flusilazole	0.2 for Pyrus
glyphosate	0.1 for all kinds of fruits
HCH	0.05 for all kinds of fruits

Note: Exporters must refer to the relevant bilateral phytosanitary protocol for details.

Source: *Maximum residue limits for pesticides in food*,
<http://wenku.baidu.com/view/907abd335a8102d276a22f19.html>.