

**MARKET RESEARCH**

**CHICKEN FEET (PAWS) IN CHINA**

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January, 2016



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## INTRODUCTION

This report has focus on chicken feet (paw) and the market size of China. We were screening all poultry reports available and filtering the chicken feet data. It was interesting to note that in most of the poultry reports, the chicken feet are excluded from statistics (explicitly stated in each one of them). So here is the data that we found and we believe are relevant to your business.

China is the world's second largest poultry producer, and a major destination for U.S. poultry. It is by far the largest market for exports of U.S. chicken paws. However, imports of all poultry and poultry products from the United States were banned in January 2015 as a result of high pathogenic avian influenza (HPAI) detections. USDA has requested that Chinese authorities restrict the ban to raw poultry from the areas where there have been detections. While Brazil and other exporters are expected to fill some of the demand, Post expects total imports will drop by over 10 percent in 2015. The United States exported approximately \$300 million in poultry products to China in 2014, down almost 30 percent from 2013. Post forecasts China's 2015 broiler meat consumption to remain flat at nearly 12.8 million tons, in-line with previous USDA official estimates. ([Source](#), February 2015)

Chicken feet are used in several regional Chinese cuisines; they can be served as a beer snack, cold dish, soup or main dish. They are interchangeably called Fèng zhu (鳳爪, phoenix claws), J zhu (鷄爪, chicken claws), and J ji o (雞脚, chicken feet).

## IMPORT OF CHICKEN FEET IN CHINA

The chicken business has always been a high-volume, low-margin industry. So a few years ago when costs started to rise, mostly due to competition for feed corn from the ethanol industry, chicken companies got squeezed. Ayala writes via email:

“With so many chicken companies operating right at the brink, exporting paws for such high prices really does make a big difference to our bottom lines. Thankfully, paw exports are a win/win: The Chinese get more of what they love and we get the employment and profits from a part of the chicken that otherwise wouldn't have much value.” . ([Source](#), September, 2011).

Until about 20 years ago, paws were close to value-less for a U.S. chicken company. But thanks to huge demand in China, paws have become big profit centers. The U.S. now exports about **300,000 metric tons** of chicken paws every year. ([Source](#), September, 2011)



In 2008 the U.S. exported \$677 million worth of chicken to China, according to the USDA, a fraction of the total \$36 billion U.S. poultry market. **Roughly half of those exports were chicken feet**, worth \$0.60 to \$0.80 per pound on the Chinese market but just pennies in the U.S. ([Source](#), February, 2010).

Chicken imports into China reached a record high in 2008 at just over one million tonnes, nearly **645,000 tonnes of which were chicken paws**. Purchases declined in 2009 and again in 2010 to 832,000 tonnes in total with **paws accounting for 546,000 tonnes**. In 2011, a further 10 per cent decline in purchases to around 750,000 tonnes is anticipated, with **paws accounting for around 500,000 tonnes** as the result of duties being imposed on US chicken meat. Hence, broiler meat imports (excluding paws) are expected to slump a further 20 per cent to around 230,000 tonnes. Before 2010, the US was the leading supplier of both broiler meat and paws to this market, followed by Brazil and Argentina. However, the latter two have taken on increasingly important roles as America's shipments slumped in 2010. ([Source](#), October 2011)

China bought more than \$170 million of chicken feet from the U.S. last year, making it the biggest overseas market for the product, according to a February report by USDA staff in Beijing. Sales were halted when poultry and poultry products were banned by China in January in response to the worst outbreak of highly pathogenic avian influenza in U.S. history. ([Source](#), July 2015). That helped push the import price in China for chicken feet (called chicken paws in the U.S.) to an average of **\$1,600 a metric ton** in the first quarter, a 10 percent increase from a year earlier, Rabobank International said in a report in May. By comparison, the wholesale price for a whole chicken in **Brazil was \$1,236 a ton**. ([Source](#), July 2015).

In 2012 China imported 231,700 tons of chicken feet, which valued at 341 million dollars, mainly from America, Brazil and Argentina. In 2012 China did not export any frozen chicken feet. ([Source](#), March 2013).

According to this source, it shows the chicken feet import price in China per Quarter for 2013 and 2014([Source](#), Q1 2015)



**Figure 1: Global whole chicken and chicken cuts markets, USD/hundred kilogrammes**

	2013				2014				2015	Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4F	Q1F	Q4-Q3	
<b>Whole chicken</b>	Brazil wholesale	192.3	154.8	146.3	159.8	141.3	142.9	148.3	144.3	130.5	-3%
	EU wholesale	255.3	257.5	264.1	258.3	264.4	267.7	254.7	229.8	221.6	-9%
<b>Breast meat</b>	EU import price Brazil	334.3	309.0	328.3	309.0	322.6	303.9	296.7	285.6		-4%
	EU import price Thailand	325.4	322.0	352.1	350.8	357.7	348.9	339.9	341.2		0%
<b>Leg quarters</b>	US leg quarters, Northeast	113.6	116.4	113.2	95.5	94.0	95.0	108.4	100.8	82.4	-7%
	Japan import price	206.7	196.7	200.4	218.8	191.5	191.8	203.8	210.0	x	3%
	Russia wholesale	346.7	328.8	313.4	318.8	288.9	288.1	307.1	234.4	192.0	-24%
<b>Feet</b>	China import price	141.1	143.5	135.8	135.8	144.9	143.3	149.1	149.6		-0%
<b>Processed chicken</b>	EU import price Brazil	368.1	380.9	351.7	361.0	356.0	357.5	361.4	321.5		-11%

Source: Rabobank analysis based on Eurostat, FAO, national statistics, UBABEF, USDA, 2015

This source had a lot of relevant data:

The US shipped a total of 346,048 MT of paws and feet in 2011, 13% higher than 2010 (306,853 MT) and 27% lower than 2009 (473,691 MT). US paw exports have been on the decline since 2008 (508,735 MT). During the fourth quarter of 2011, exports totaled 82,570 MT, 16% lower than the third quarter of 2011 and 6% lower than the fourth quarter of 2010 (87,927 MT). Total exports in the last quarter of 2011 were also 13% lower than 2009 (95,016 MT) and 27% lower than 2008 (112,533 MT). In December 2011, exports of US paws and feet totaled 22,162 MT, 18% lower than November 2011 (26,858 MT) and 11% lower than 2010 (24,964 MT). December 2011 export totals were also 6% lower than 2009 (23,538 MT) and 8% lower than 2008 (24,151 MT). China and Hong Kong have been the leading markets of US paws and feet for some time despite trade disputes in the last few years. Combined China and Hong Kong account for 98% of US paw and feet exports. **US exports to China and Hong Kong together totaled 338,098 MT of paws and feet in 2011, 16% higher than in 2010 (290,507 MT), 27% lower than 2009 (463,602 MT), and 32% lower than 2008 (494,903 MT).** Outside of China and Hong Kong, Vietnam and the Philippines have been battling back and forth the past few years vying for third and fourth place. Significant export increases have been made not only in 2011, but since 2008 to Taiwan, Singapore, South Korea, Haiti, Malaysia, and Trinidad and Tobago. In February 2012, a Chinese trade delegation to the US led by Vice President Xi Jinping and Agriculture Minister Han Changfu concluded. A US delegation led by Agriculture Undersecretary Mike Scuse, accompanied by about 30 US companies, is planned for late March 2012. The diplomatic visit is designed to foster new trade relationships between US and Chinese companies, as well as to resolve longstanding trade disputes involving chicken (i.e. allowance of Chinese processed chicken imports into the US and the suspension of anti-dumping and countervailing duties), among other topics.



Both continue to wait for a decision from the World Trade Organization regarding anti-dumping. ([Source](#), March, 2012)

Chicken feet are consumed by people in several world countries, especially in China. U.S. producers had been selling millions of dollars (\$278 million per year at the peak) worth of chicken feet to that country for prices of 40 to 60 cents per pound. When the anti-dumping duty took effect, exports of the product fell by about 90%. Since then, they have been partly compensated for by exports to third countries. It is rumored that some of these chicken “paws,” or “claws,” are relabeled in the third countries and resold to China, in violation of Chinese law. ([Source](#), 2012)

China is a net importer of poultry meat in terms of volume and a major importer of poultry by products, such as wings and feet and internal organs which are considered offal in the rest of the world. In fact, 61 percent of total poultry imports in 2010 were chicken feet (0.5 mmt out of a total of 0.82 mmt).<sup>88</sup> However, China’s poultry imports have been very volatile in the last 15 years because of frequent trade disputes ([Source](#), February, 2014)

#### **IMPORT FROM BRAZIL**

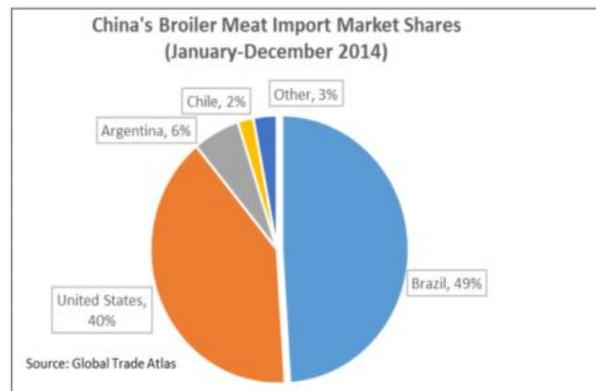
Three-fourths of China’s poultry imports in 2011 were from Brazil, from 24,000 tons in 2009 to a massive increase of 196,000 tons in 2011. More Brazilian processors are receiving certification to export to China contingent on food safety standards. Brazilian companies are competing with U.S. companies for top export spot for various poultry parts. Imports of chicken feet from Brazil have declined, while those from the U.S. have dramatically increased since April 2011. Brazil is China’s biggest wing exporter. Imports of byproducts overall increased in 2012, despite declining imports of other chicken parts. Despite a declining overall trend in imports in recent years, Rabobank (2013) believes that China’s poultry imports will increase because of China’s complementary market for offal compared to the rest of the world. Chinese companies are also expected to invest more overseas in Brazil, Argentina and the U.S. to secure poultry supply for the Chinese market. In 2010, China imported 0.82 mmt (direct imports plus re-exports from Hong Kong, including chicken feet) of poultry meat, accounting for 6 percent of China’s total consumption; and exported 0.35 mmt, accounting for 3 percent of China’s total production. Because China’s exports are of higher value than its imports, China is a net exporter in terms of value. OECD-FAO (2013) predicts that China’s poultry imports will increase from 0.49 mmt in 2013 to 0.56 mmt in 2022, while its poultry exports will decrease from



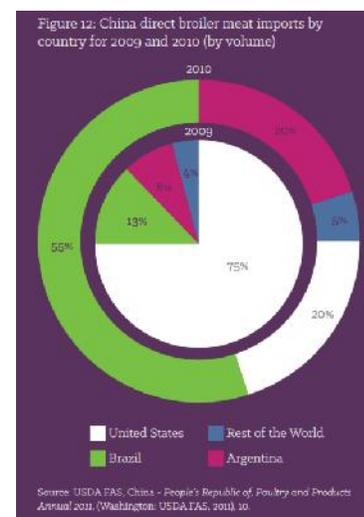
0.58 mmt in 2013 to 0.53 mmt in 2022. In the shorter run, Morgan Stanley (2011) projects that China's broiler imports (excluding chicken feet) will gradually decline from 0.29 mmt in 2010 to 0.2 mmt in 2015. China's broiler exports (excluding chicken feet) declined from 0.46 mmt in 2000 to 0.38 mmt in 2010, but are expected to return to 2000 levels by 2014–2015. ([Source](#), February, 2014)

## GENERAL BROILER IMPORT

Post revises China's 2015 broiler meat import forecast downward approximately 11 percent to 210 thousand tons from USDA's official figure. This reduction largely attributed to the ban on U.S. imports over HPAI detections (see chart). Brazil, China's largest broiler meat supplier, was granted market access for additional broiler meat plants in 2013 and currently commands nearly half of the import market. The United States, China's second largest supplier, saw its import market share increase to 40 percent from 37 percent in 2014. However, Brazil stands to benefit greatly with removal of U.S. competition, and is expected to fill most of the gap left by the ban on U.S. product. ([Source](#), February 2015).



The margin outlook for the global poultry industry is still strong. The industry is benefiting from ongoing bullish market fundamentals, according to Rabobank's latest Poultry Quarterly Q3 report. Supply is balanced in most regions, beef prices are high, feed costs are low. With China as the major exception, the industry is profitable in almost all major global regions. ([Source](#), September 2015)



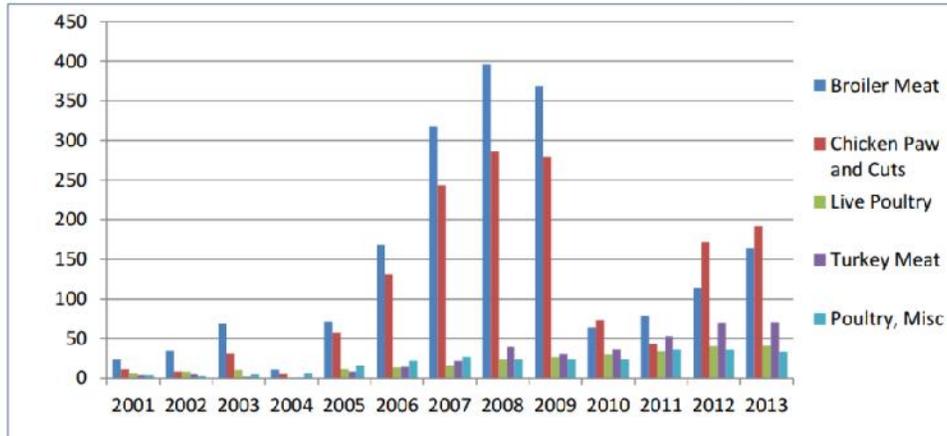


It is good idea to compare China import to the rest of the world:

Table 2. Chicken meat imports (tonnes)

	2000	2004	2005	2006	2007	2008
Afghanistan	25	4,933	23,192	11,135	11,342	32,316
Armenia	13,780	10,705	12,878	7,504	26,155	36,044
Azerbaijan	13,100	2,932	4,268	6,078	8,040	12,094
Bahrain	18,182	20,691	28,399	16,806	24,671	28,351
Bangladesh	0	10	52	57	22	1
Bhutan	20	2	0	0	0	145
Brunei Darussalam	920	90	214	114	241	175
Cambodia	71	0	2	11	1	228
China	811,992	229,892	445,362	666,589	875,586	969,965
China, Hong Kong SAR	993,778	501,922	455,394	493,646	537,860	653,408
China, Macao SAR	4,883	6,377	7,200	8,345	10,031	11,261
Cyprus	35	596	1,796	1,551	3,403	36,012
Georgia	16,386	14,290	16,218	15,158	26,588	36,012
India	0	0	0	0	23	0
Indonesia	14,017	1,194	3,817	3,331	4,735	5,294
Iran Islamic Rep.	22,656	15,152	0	0	0	0
Iraq	0	28,498	30,887	32,826	119,446	148,173
Japan	568,272	353,791	419,119	370,672	351,779	426,092
Jordan	363	11,645	11,911	14,103	24,283	41,697
Kazakhstan	19,885	79,915	108,656	152,040	146,312	131,748
Korea Rep.	66,082	29,059	46,520	60,750	44,875	57,881
Kuwait	57,972	115,796	161,855	111,885	143,416	191,942
Kyrgyzstan	1,970	7,993	11,812	11,278	22,287	40,325
Lao PDR	8	1	7	0	10	0
Lebanon	3	0	380	3	194	2,016
Malaysia	29,876	16,319	17,133	16,447	32,582	31,705
Maldives	1,200	3,625	3,866	3,622	5,203	4,073
Mongolia	18	213	438	1,161	1,072	1,817
Myanmar	5	2,452	0	6	79	33
Nepal	0	0	50	0	4	1
Occ. Palestinian Terr.	3,958	8,000	9,000	6,700	5,300	8,200
Oman	24,566	50,551	51,927	49,335	57,540	75,500
Pakistan	0	10	0	0	13	6
Philippines	17,519	22,168	31,635	35,089	51,871	59,171
Qatar	23,905	35,798	25,534	27,569	33,446	44,423
Saudi Arabia	276,467	364,534	450,842	416,627	438,810	507,613
Singapore	83,887	82,341	91,228	86,978	103,213	104,089
Sri Lanka	1,321	1,645	1,580	1,619	3,377	1,940
Syrian Arab Rep	0	0	127	137	2,076	1,079
Tajikistan	415	5,805	9,616	3,254	19,975	24,585
Thailand	22	2,959	11	1	16	23
Timor - Leste	4,100	4,500	4,500	4,500	4,500	4,500
Turkey	0	0	143	21	58	637
Turkmenistan	4,700	2,782	1,317	1,476	325	6,683
United Arab Emirates	110,900	154,926	170,336	184,939	240,243	3,638
Uzbekistan	9,167	5,837	6,475	5,383	3,349	3,638
Viet Nam	50	36,492	5,373	37,330	156,198	209
Yemen	60,196	91,061	101,441	74,688	95,155	72,862
<b>ASIA</b>	<b>3,276,672</b>	<b>2,327,546</b>	<b>2,772,511</b>	<b>2,940,764</b>	<b>3,635,705</b>	<b>4,291,984</b>
<b>WORLD</b>	<b>5,932,314</b>	<b>6,675,261</b>	<b>7,401,069</b>	<b>7,608,081</b>	<b>8,628,711</b>	<b>9,601,003</b>

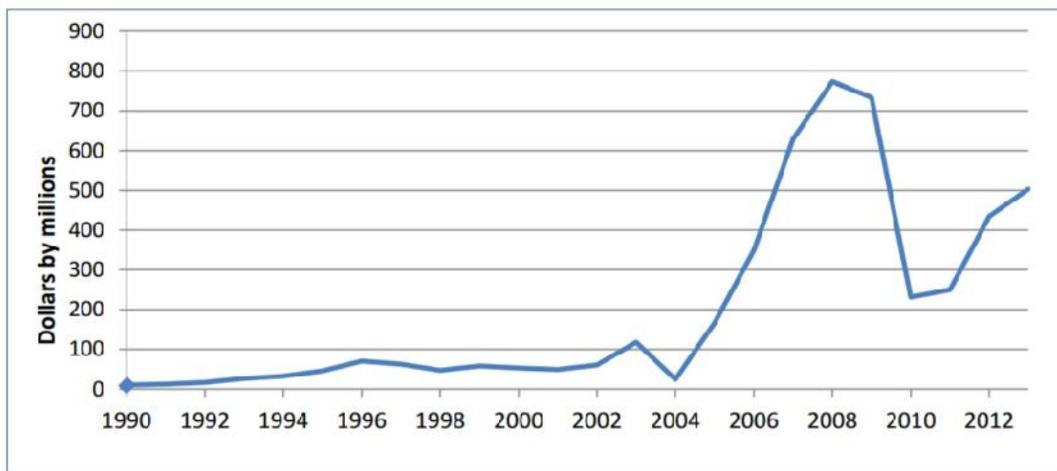
If we look at what poultry was exported to China by type, we can see where the Chicken Paw is positioned (for the period 2001-2013):



**Figure 12.** U.S. Poultry Exports to China by Type (in one million dollars)  
**Source.** USDA Production, Supply, and Distribution database, 2014

As it can be seen, up to 2009, the chicken paw were always right next to the broiler meet, and after 2009, it even surpasses the meat.

By looking at the trend of U.S. poultry exports to China (Figure 10), key declines occurred in 2004 and 2009. U.S. poultry exports to China decreased significantly. These two years represent two important scenarios due to food safety and trade policy issues respectively—U.S. avian flu outbreaks (2004) and China's imposition of antidumping and countervailing measures (2009).



**Figure 10.** U.S. Poultry Export to China  
**Source.** USDA-ERS China Section, 2014

The global case of avian flu has had a big impact on international markets. The global trade streams and prices are expected to remain under pressure for the remainder of 2015, according to Rabobank's latest Poultry Quarterly Q2 report. The long-term impact may be significant due to several trade bans on breeding stock in importing countries. Producers in



countries with balanced markets are continuing to enjoy healthy margins. Global approaches to deal with avian flu are more important than ever. ([Source](#), May 2015)

([Source](#), May 2015) “Poultry industry fundamentals are facing meaningful headwinds with stronger than expected feed prices due to a strong US dollar, increased competition from falling pork prices and restrictions on trade”. “Prices for whole chicken, leg quarters and chicken feet are declining further, while breast meat prices remain relatively strong.”

— Rabobank animal protein analyst Nan-Dirk Mulder

China’s ban on poultry imports from the U.S., where flocks have been ravaged by bird flu, could give more Brazilian farmers a foot in the door of the biggest import market, literally. It’s chickens’ feet the Chinese are especially keen on -- a popular side dish they will pay as much for as the breast. A delegation from China’s quarantine office in Beijing left Brazil earlier this month after a 10-day mission to inspect potential new meat suppliers in four states, the Brazilian Trade and Investment Promotion Agency said. Brazil already supplies about half of China’s broiler-meat imports. Export approval for seven extra packing plants could push chicken-meat sales to China to \$800 million from \$518 million last year, the trade group, known as APEX, said. For U.S. farmers, that could cut into their most lucrative overseas market for chicken feet. ([Source](#), July 2015) “There is no country in the world that consumes as much chicken feet as China, or that pays the prices China does,” said Reni Eduardo Girardi, industrial manager at CVale. “If the bird flu problem gets worse in the U.S., Brazil has the capacity to meet global demand,” said Alberto Bicca, international business analyst with the trade group APEX. “Our price and quality are attractive.” ([Source](#), July 2015)

However, this U.S. leading market share for Chinese poultry imports was eroded by South American competitors, especially Brazil, mainly due to China’s restrictive trade policy and food safety issues toward the United States as discussed in the food safety section below. For example, for the first half of 2013, USDA reported that the U.S. poultry export price to China was \$1,729 per ton, 44 percent cheaper than its South American competitors (USDA-GAIN Report 2014). Despite this favorable price, U.S. exports were impacted by China’s decision to reinstate a ban on Arkansas poultry and impose restrictions on Wisconsin poultry, due to low pathogenic detections in poultry from both states (USDA-GAIN Report 2013). ([Source](#), 2015)

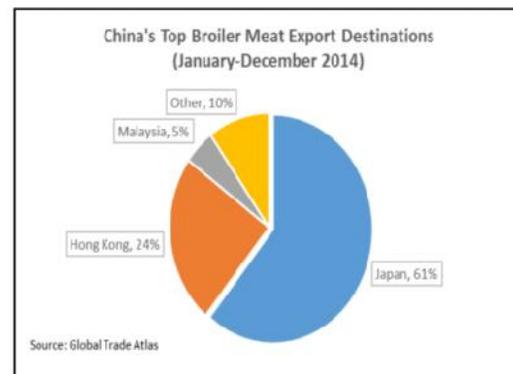


## IMPORTS POLICY

On January 9, 2015, China issued a ban on imports of U.S. poultry and poultry related products as a result of high pathogenic avian influenza (HPAI) detection in the United States. In response the USDA is seeking exemption for heat treated poultry products such as chicken paws and rendered meals. In accordance with accepted science and international standards, heat treatment of certain duration and temperature is sufficient to ensure destruction of any virus should it be present. The U.S. exported approximately \$300 million in poultry meat and poultry products to China in 2014. Prior to the detection of HPAI in the United States, China maintained suspensions of U.S. poultry meat and poultry product imports from five states, due to low-pathogenic avian influenza, imposing policies that are inconsistent with World Organization for Animal Health (OIE) guidelines. The OIE guidelines do not recommend trade suspension on poultry meat due to low pathogenicity notifiable avian Influenza detections. **Note:** Chicken paws under HS: 020714 (valued at over \$170 million in direct U.S. exports to China in 2014) are not included in USDA's poultry PSD calculations and trade statistics. ([Source](#), February 2015)

## CHINA EXPORT CAPACITY

Post forecasts that China's 2015 broiler meat exports will increase 5 percent above previous official USDA estimates to 460,000 tons. China mainly exports cooked/preserved broiler meat products. China's labor cost advantage, abundant skilled workers, and some state-of-the art facilities give it a competitive advantage in regional markets such as Japan and Hong Kong. ([Source](#), February 2015)





If we look at these numbers compared to other countries:

Table 3. Chicken meat exports (tonnes)

	2000	2004	2005	2006	2007	2008
Armenia	0	25	0	0	0	0
Bahrain	0	280	482	46	1,638	282
Brunei Darussalam	17	24	0	0	0	0
China	373,682	99,096	128,510	103,396	126,345	126,708
China, Hong Kong SAR	775,005	128,705	167,844	257,285	329,293	388,993
China, Macao SAR	33	50	15	6	2	13
Cyprus	283	160	68	164	611	962
Georgia	471	1,222	795	680	906	264
India	84	1,404	476	438	576	1,000
Indonesia	744	101	0	25	82	80
Iran Isl Rep	7,211	13,880	15,150	19,446	1,519	576
Israel	29	126	0	1,699	5,998	1,536
Japan	3,339	621	1,926	2,412	5,781	6,927
Jordan	0	1,408	1,909	1,415	2,618	20,000
Kazakhstan	54	40	149	52	2,933	2,498
Korea Rep	1,381	226	2,121	1,803	4,691	8,056
Kuwait	1,178	37	28	97	24	24
Kyrgyzstan	0	1	0	0	0	0
Lebanon	201	662	520	154	731	679
Malaysia	3,023	2,848	291	186	691	2,773
Occ Pal Ter	50	170	130	220	220	350
Oman	100	851	7,066	2,770	4,740	9,386
Pakistan	0	0	3	0	0	1
Philippines	7	1,207	1,705	648	3,523	2,992
Qatar	12	184	248	206	119	1,060
Saudi Arabia	17,220	16,087	17,371	19,489	17,951	2,144
Singapore	3,284	3,230	11,439	13,751	14,499	8,846
Sri Lanka	51	42	4	13	21	206
Syrian Arab Rep	0	0	1	0	850	54
Thailand	240,905	26,548	4,547	8,036	19,883	23,323
Turkey	3,659	28,594	44,317	37,604	50,832	78,519
United Arab Emirates	130	12,382	11,317	10,639	20,360	18,567
Viet Nam	0	5	5	0	24	24
Yemen	0	709	1	322	183	78
<b>ASIA</b>	<b>1,432,153</b>	<b>340,925</b>	<b>418,433</b>	<b>483,002</b>	<b>617,662</b>	<b>706,949</b>
<b>WORLD</b>	<b>6,888,442</b>	<b>732,341</b>	<b>8,097,658</b>	<b>8,110,167</b>	<b>9,316,808</b>	<b>10,403,632</b>

## CHINA OWN CAPACITY

Post forecasts that China's 2015 broiler meat production will increase slightly above USDA's 2015 official figure of 13 million tons. The slight increase is based on domestic producers capitalizing on the ban on U.S. imports due to HPAI concerns. However, China's own poultry industry suffers from periodic outbreaks of avian influenza that disrupts production. On February 2nd, 2015, chickens on a breeding farm in the Heshan District, Yiyang City, of Hunan province had suspected symptoms of avian influenza. 3,400 birds showed symptoms while 2,600 birds died while the remaining 4,876 birds were culled. On February 6th, China's national avian influenza reference lab diagnosed the case

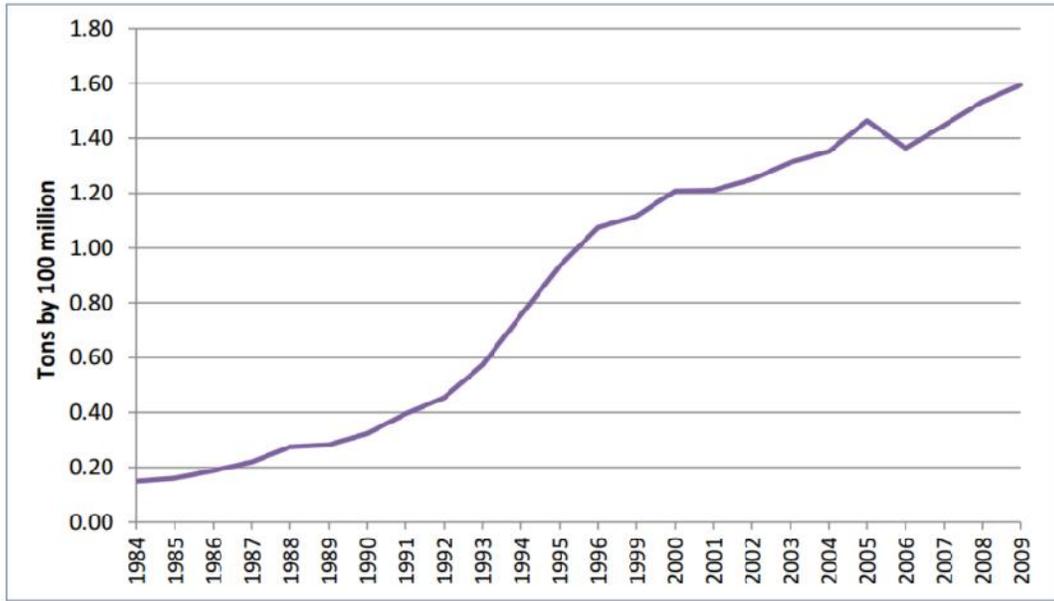


as H5N6 Subtype HPAI. Local authorities announced the outbreak has been effectively controlled based on procedures of China's AI emergency response plan. Additionally, domestic producers must contend with high feed prices that will constrain production. ([Source](#), February 2015)

To minimize chances of AI spreading to humans, the Chinese government is attempting to end live bird slaughtering at wet markets by encouraging farmers to send their chickens to slaughterhouses. This effort has generated complaints from farmers as they can command higher prices from live bird sales to wet markets than they can from slaughterhouses. However, some analysts believe that consumer demand for live birds will decline over time due to a combination of China's urbanization drive and the younger generation's preference for processed chicken sold at fast food outlets and fresh/frozen broiler meat products sold in supermarkets. ([Source](#), February 2015).

However, China also has a large poultry industry that produces about 13 million metric tons of meat each year. Reducing imports of poultry products might hurt consumers, but it protects producing companies of all sizes. A small increase in the market price can translate to a significant percentage increase in a grower's profit. ([Source](#), 2012)

China's poultry industry experienced rapid growth from 28 million tons in 1989 to 160 million tons in 2009, due to an increase in China's own poultry industry. Pork and poultry are China's primary livestock products produced domestically. China's poultry industry has undergone rapid structural change from a large number of smallscale farmers—smallholders—to large-scale industrialization with horizontal and vertical integration (Bingsheng and Yijun 2008; Pi, Zhang and Horowitz 2014). As recent as two decades ago, China's poultry sector consisted of hundreds of millions of smallholders, each with a limited number of chickens or ducks. No large-scale commercial poultry farms existed, with the exception of a few state farms located near cities (Bingsheng and Yijun 2008). ([Source](#), 2015)



**Figure 5.** China's Total Poultry Production (100 Million tons)

Source. USDA-ERS China Section 2014.

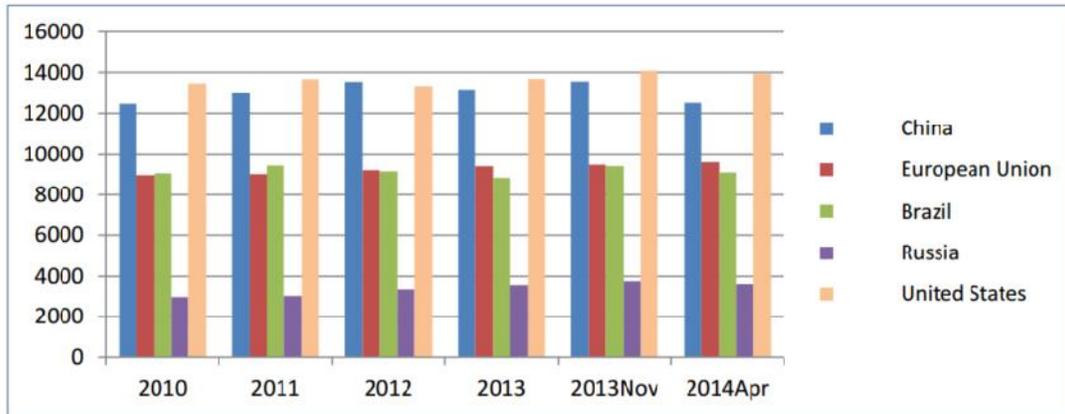
## CONSUMPTION

Post forecasts China's 2015 broiler meat consumption to remain flat at nearly 12.8 million tons, in-line with previous USDA official estimates. China's 2015 per capita broiler meat consumption is estimated at slightly above 9 kilograms, down from 10 kilograms in 2014. The availability of lower cost pork as a substitute meat also restrains consumption of poultry. Despite annual GDP growth of 6 to 7 percent in China, broiler meat consumption has been sluggish over that last several years, hampered by continuing outbreaks of AI and the resulting publicity that surrounds each new reported outbreak. This is especially true in the heavy poultry consumption areas of southern China. Also, this region has also reported more than 40 human infections of H7N9 since the beginning of the year adding to consumer's negative perceptions about poultry consumption. That said, fast food restaurants featuring chicken continue to expand, as do sales of processed chicken feet and paws (not included in production or trade statistics) which are consumed in soup and as a popular snack. ([Source](#), February 2015)

Historically, poultry and eggs were not an important part of the Chinese diet and considered luxury goods for special occasions, e.g., century eggs (Pi et al. 2014). In contrast, China is currently the world's second largest poultry consumer after the U.S.



(Figure 2; USDA-FASPSD). Chinese per capita consumption of poultry products has increased continuously over the past two decades with rapid income growth (Source, 2015)



**Figure 2.** Global poultry consumption by country (1000 metric tons)

Source. USDA-FAS Production, Supply and Distribution Online Database, 2014

Here is the price of the chicken meat for the period 2008-2014:

**Price Table (based on RMB/KG, S1=RMB6.18)**

China Retail Broiler Meat Prices on Average, 2008-2014 (Year to Date)								
Month	2008	2009	2010	2011	2012	2013	2014	% Change 2013/2014
January	14.90	14.06	14.15	16.32	17.65	17.92	17.55	-2.1%
February	14.69	13.88	14.38	16.71	17.46	18.41	17.15	-6.8%
March	14.51	13.74	13.98	16.33	17.04	17.90	16.83	-6.0%
April	14.80	13.71	13.77	16.32	16.99	16.39	17.15	4.6%
May	14.72	13.66	13.72	16.45	16.73	15.32	17.93	17.0%
June	14.51	13.50	13.76	16.95	16.74	16.00	18.22	13.9%
July	14.33	13.41	14.16	17.49	16.71	16.40	18.32	11.7%
August	14.29	13.73	14.73	17.94	16.90	16.89	18.78	11.2%
September	14.40	14.00	15.24	18.05	17.28	17.33	19.16	10.6%
October	14.29	13.94	15.40	18.00	17.43	17.45	19.22	10.1%
November	14.00	13.87	15.73	17.57	17.50	17.40	19.14	10.0%
December	13.87	13.83	16.02	17.39	17.70	17.51	19.06	8.9%

Source: The Ministry of Agriculture collected from over 400 markets of farm produce.



## SUPPLIERS

Here are few lists and portals that can give us a list of wholesalers of chicken feet. The next step would be here to:

1. Get an e-mail from your company
2. Open up account in these portals with your domain e-mail address
3. Approach all clients that expressed their interest or need for Chicken feet
4. Or, alternatively, extract all contact information that are available

Name	Link	Comment
EcPlaza	<a href="#">Link</a>	It has many information, and has contact information at the bottom [I can extract the companies from here] <a href="#">Example 1</a> : skype.steven200062 <a href="#">Example 2</a> : IRON RIVERS LTD Skype: taslima.ironriversltd Mobile:+880-1798775559 Phone: +880-2-9894267 Fax: +880-2-9894268 <a href="#">Example 3</a> : skype is tonghua285
Gulf Business	<a href="#">Link</a>	I have checked few adds, and they have things that they sell regularly, and things they buy regularly. The list shows company that regularly buy chicken feet. Checked few, the companies are good. They have both Asia and Africa filter <a href="#">Example 1</a> : Baileys International Limited (Hong Kong) <a href="#">Example 2</a> : Air-Sea Import And Export(Shenzhen) Co., Ltd <a href="#">Example 3</a> : Shanghai ChengMao International Trading Co., Ltd
China Business World	<a href="#">Link</a>	It has a large list of buyer requests (you need to be a member to see them) but there are 11 from 2015. Tried to check their pricelist – I believe that it is 200\$ to get access to all members.
San Group Asia Limited	<a href="#">Link</a>	Looks like a reseller, but also as a consultancy house or chicken feet import in china.
EC21	<a href="#">Link</a>	A lot of requests for chicken feet. I've checked few, without log-in you can see the details and name, surname and country of request. <a href="#">Example 1</a> : Xcam Technology Co.,Ltd., Lisa chen, skype: yamaijilisa, tel:+86-18098973877 xcam2000(at)163(dot)com <a href="#">Example 2</a> : HONGYANG INTERNATIONAL CO.,LTD TEL: +86 137 510 75048 <a href="#">Example 3</a> : Glory Sail Limited, Ron Ma Flat J6, 23/F Superluck Industrial Centre, Phase 2, 57 Sha Tsui Road, Tsuen Wan, NT. ph : +852 8102 2216 fax : +852 3101 8547 skype : ronmyw



TradeKey	<a href="#">Link</a>	Portal with RFQ regarding chicken feet
India Mart	<a href="#">Link</a>	India: I've filtered out the manufacturers and retailers, and left only the Wholesalers
Importers	<a href="#">Link</a>	It is a list of importers and exporters for chicken feet

**Example of requests in these portals:**

**jill\_vcr**  
View Profile  
New Forum Member  
Offline  
Join Date: May 2013  
Location: Canada  
Posts: 1  
Thanks: 0  
Thanked: 0 Times in 0 Posts

**Poultry Chinese Importer - Looking for US Wholesale Suppliers of Frozen Chicken Feet and Wings**

I'm looking for frozen chicken feet and wings suppliers in the USA. We need 50 tons for sample import now to Shanghai, China and then 400 tons per month.

Please urgently contact me: [jill\\_vcr@carshubsinc.com](mailto:jill_vcr@carshubsinc.com)

Thank you.

[www.bizzbeesolutions.com](http://www.bizzbeesolutions.com)