

DO YOU KNOW?



Trade Ties to China Benefit Oregon's Agriculture Industry

A dramatic ceremony officially marked the ribbon cutting for a sprawling, first-of-its kind facility for food imports and exports in Southern China. The logistics center is 800,000 square feet in size—more than three city blocks. It won't be long before food products from Oregon and other western states find their way to that facility before moving on to one of the world's fastest growing consumer markets.

"This logistics center and its testing protocol is a brand new concept for both China and the United States," says **Katy Coba**, director of the Oregon Department of Agriculture. "The facility brings together in one place all of the necessary ingredients to help move food products in and out of a key marketplace."

In June, ODA's director led a 20-member western state trade delegation to the city of **Zhuhai** in the Chinese Province of **Guangdong**. In addition to Coba, the 11-state delegation included five of her counterparts: Acting Director **Bob Gore of Washington**, Commissioner **Leonard Blackham of Utah**, Director **Ron de Yong of Montana**, Director **John Etchepare of Wyoming**, and Commissioner **John Stulp of Colorado**. Also on the trip were marketing officials from Idaho, Nevada, Arizona, and Hawaii. **Andy Anderson** of the Western United States Agricultural Trade Association was also present.

The facility, will be a portal for food products going both directions. Products from Oregon and the U. S. should have tremendous access to Southern China while Chinese products destined for the United States will enjoy the same benefit.

ODA's experience and contacts with Chinese officials have turned what might have been just a large food warehouse into a multi-faceted, dynamic center of trade activity. "Oregon can greatly benefit by being a part of something that will be

considered the place to go in China for a systematic, routine, and predictable way to get products into this rapidly developing market," says Coba. "But by having the other western states involved, we have a much broader reach and a larger offering of regional products."

When the logistics center is fully up and running, it will house Chinese companies that provide import, wholesale, and distribution services of perishable food products. It will also house food testing laboratories—a joint venture between ODA, a private Chinese operation known as the **Zhuhai Peace Logistics Company**, and Chinese government food officials. The facility will also provide display space and warehouse capacity that allows Oregon and other western states to feature targeted agricultural products with the hope of selling those items to Chinese buyers.


The facility is located in a tax-free zone. U.S. exporters who send products to the center will not have to pay duty until those products leave the center. Presumably, it will be the Chinese importer or whoever buys the product that will pick up the tab. This will allow exporters to ship a full container, store it at the facility, and sell product a pallet or case at a time.

Following the grand opening celebration, the delegation met with about 350 Chinese importers and distributors, all of whom are looking forward to using the services of the logistics center. 🌐

Visit www.oregon.gov/ODA for more information or Western United States Agricultural Trade Association @ www.wusata.org

The **Port of Yantian** is reportedly the third largest in the world with ships sailing for the U.S. with consumer goods every five hours. Yantian is a major point of entry for Oregon ag products destined for Southern China



| | |
|---|---|
| <p>Mission Statement:</p> <p>To initiate, support and facilitate international trade development activities within Marion, Polk, Yamhill, Linn and Benton counties.</p> <p>WOITC encourages international trade by combining private sector interests with local public sector agencies. We offer education and world-wide connections to internationally oriented businesses.</p> | <p>THE PLACE TO GO FOR INTERNATIONAL TRADE</p> <ul style="list-style-type: none"> • Foreign Business Delegations • Forums and Roundtables • Resources and Information • Technical Assistance <div style="display: flex; justify-content: space-around; margin-top: 20px;"> <div style="text-align: center;">  <p>503-399-5088 Jimmie Wilkins Chemeketa Community College Small Business Development Center</p> </div> <div style="text-align: center;"> <p>503-485-9802 Nick Harville SEDCOR (Strategic Economic Development Corporation)</p>  </div> </div> <p style="text-align: center; margin-top: 10px;"><i>A joint project with Chemeketa Community College and SEDCOR</i></p> |
|---|---|