



## **STEP – Asia**

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**China Pulses International Imp & Exp Industry  
Conference 2017 (CPIEC) &  
The 7th China Pulses & Linseed Conference (CPLC)  
August 23-30, 2017  
Nanjing and Qingdao, China**

# **TRIP REPORT**

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## Overview/ Mission Description

STEP attended China Pulse International Imp & Exp Industry Conference 2017 (CPIEC) and China Pea and Linseed Conference (CPLC) August 23-25 and August 28 – 30 in Nanjing and Qingdao in China. Both conferences are primary events in China for pulses and flax industries, and provided attendees with market outlooks, industry updates, as well as the latest market trends and demands. The events are intended to bring together major international pea and flax exporters providing opportunities to meet Chinese importers and distributors.

2017 CPIEC is hosted by the China Chamber of Commerce of Import and Export of Foodstuffs, Native Produce and Animal By-products (CFNA), a signed Memorandum of Understanding (MOU) partner with STEP. 2017 CPLC is organized by China AGLOOK.

## Summarized Agenda

STEP and participating Saskatchewan companies attended China CPEIC and CPLC between August 23 and 30. The main component for the mission was to attend both conference meeting Chinese pulses and flax importers. In addition to the conferences, STEP also organized a Saskatchewan tabletop event at China Pea and Linseed Conference in Qingdao on August 29. Participating companies in the event had a presentation opportunity to introduce their company and products offer, one-on-one meetings with flax and peas importers were held at the conference venue during the tabletop event. In Nanjing, meetings with Jiangsu Agriculture Bureau and CCPIT Jiangsu were also arranged for our companies to connect with local government officials and importers to promote their products. Industrial tours to a washhouse in Nanjing and a bonded warehouse in Qingdao Qianwan Free Trade Port Zone were arranged to all attendees at both conferences.

## Market Information

In 2016, China was the largest export market for Saskatchewan flax and the second largest market for Saskatchewan peas.

China imported one million tons of peas in 2016 a 100,000 ton increase compared to the year 2015; however, with a slight decrease in pricing. 50% of imported peas were destined for Longkou, Qingdao and Yantai in Shandong province, where most pea processors are located. The imported peas to China are mainly used for processing into pea starch, protein for the ingredients of vermicelli, other food products and pet food. Pea starch is predominantly used in the domestic market.

China imported about 429,900 tons of flax from Canada in 2016, and the majority of the flax was imported into Tianjin port, with very small amounts imported into Qingdao and Dalian ports in Shandong province. For the first half of 2017, roughly 150,000 tons of flax was imported into Tianjin port, which is a 30% decrease compare to the same period in 2016. As of August 4, the Tianjin port stores approximately 104,000tons of flax.

## Results

Over 400 attendees were at both events, including major peas and flax importers, processors and manufactures.

Eight Saskatchewan companies including an association had participated in CPIEC and CPLC conferences and Saskatchewan tabletop event in China conferences. Two STEP members and an industry association were invited as guest speakers at those conferences.

Overall, the mission to CPIEC and CPLC to China was successful in terms of the contacts made and the number of trade leads delivered. Approximate 102 trade leads were identified through the tabletop exhibitions and conferences during the mission.

It is estimated that there will be over two million dollars in new business sales over the next 12 months according to the feedback from the participating companies.

## Recommendations

The mission to the CPIEC and CPLC conferences was a good platform for Sask exporters to connect with major Chinese pulses and flax importers, as well as obtain market trends and updates for both sectors. The CPIEC conference was more focused on pulses with a small section of flax due to an increasing interest of flax imports market trend. It is suggested that to work with the China Chamber of Commerce of Import and Export of Foodstuffs, Native Produce and Animal By-products (CFNA) on a Saskatchewan themed section in order to set-up one-on-one meetings between major importers and our pulses and flax exporters during their conference.

## Photos

