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State Grain Administration

中国粮食企业

China Food Enterprises Demearour

风采

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前言

俗语云：“大问题讲食”，泱泱华夏更是如此。汉时“太仓之粟陈陈相因”，唐时“稻米流脂粟米白，公私仓廩俱丰实”，如此盛事景象至今为后人所称颂，自古以来作为民生之本和为政之首的粮食的重要性从中可见一斑。新中国成立的半个多世纪以来，粮食工作得到了党和国家几代领导人的高度重视，粮食流通体制从统购统销到双轨制，直到全面放开粮食价格和粮食市场，几十年的计划体制最终被宣告终结，粮食工作迎来了新的发展阶段。在经历了改革的酸甜苦辣之后，粮食企业破茧成蝶，尽显风骚。特别是国有粮食企业经过改革改组，继续在粮食流通中发挥市场主渠道作用。其他多种所有制粮食企业也如雨后春笋般发展壮大，成为活跃粮食经济的重要市场主体。至此，粮食市场的多元化格局初步形成，不同所有制粮食企业在市场竞争中相互促进，呈现百舸争流的景象。

国家粮食局依据其承担的行业指导职能，2005年以来，组织各地粮食部门对全社会粮食企业进行了调查摸底。在调查的几万个粮食企业中，发现佼佼者不乏，活跃在粮食流通的各个方面。编者从这些企业中甄选50个，编辑为《中国粮食企业风采》，以飨读者，其目的是将典型企业的风采展示给大家，鼓励粮食企业做大做强，加快发展。由于调查摸底本身的信息量有限，加上有些企业处于合并或重组过程中，使一部分企业虽然改革和发展的成果明显，但未能全部收录于书中。固然，粮食企业的佼佼者不止50个，但甄选的这些企业涉及粮食购销、加工、机械、批发贸易及零售等各环节，具有一定的代表性。希望这本书的出版能为各地粮食企业改革和发展提供更多的借鉴。

不可否认，粮食流通体制改革走到今天，虽然成效颇丰，却并未“尘埃落定”，仍然在改革中探索的粮食企业不在少数。虽然每个粮食企业的具体情况不尽相同，但相同的是，企业要生存，要发展，就必须以创新的精神、积极的态度，走出适合自己发

展的道路。当前国家“十一五”规划提出了建设社会主义新农村的重大历史任务，为粮食企业的改革和发展提供了良好的政策环境，相应也提出了更高的要求。我们期待着千千万万个粮食企业能够对此有所作为，为国家粮食安全和粮食流通的发展，为社会主义新农村建设做出应有的贡献。

编者
二〇〇六年五月

《China Grain Enterprises Demeanour》

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Foreword

Vulgarism says: No big issue in the world is more than food, China, such a large country, has to pay more attention to it than any one else. The saying in Han Dynasty is that a grain of millet in the granary should follow the old routine year by year. In Dan Dynasty, poem says that white rice and oil are fully stored in public and private storehouses, such the great situation still appreciated by later generations. The importance of food, as the fundament for people's life and the first issue for all governments from the ancient times to the present, is thus evident in the society. Over the past half century after founding of the New China, the food is paid high attention by several generations and the Chinese Communist Party and State leaders, food circulation system reformed from state monopoly for purchase and sale to double-system operation till to overall lifting up over food price and market. This eventually announced the termination of the planning economic system and came into a new stage of development. All food enterprises, experiencing different difficulties of reform, show their advantage and success under the marketing economy, like cocoon eventually broken and becoming butterfly. Especially through reform and reorganization, the state-owned food enterprises still play the key marketing function in food circulation while other owning-system enterprises grow up and expand as bamboo shoots after a spring rain, becoming an essential part of flourishing food economy. Up to now, a multivariate pattern in food market primarily formed, mutual promotion of different ownership system enterprises in marketing competition as hundred boating sailing in flow.

In order to take the reins of food enterprise reform and development for purposes of food macro-regulation and control and industrial guidance, State Grain Administration follows their functions of industrial guidance and has organized the grain departments

of various parts to conduct a survey on all food enterprises in the country since 2005. The survey shows that many outstanding enterprises are actively involved in all aspects of food circulation, The editor selects 50 out of these enterprises and edit a book titled China Food Enterprises Demeanour for readers, with purposes of showing advantages of the typical enterprises, encouraging food enterprises expand larger and stronger and developing fast. Due to limit information from the survey itself, plus some enterprises still in merging or reorganization, this misses achievements of some enterprises in reform and development in the book. Furthermore, 50 outstanding enterprises are far from enough to cover all sectors of food purchase, marketing, processing, machine, wholesale trade and retail etc with some representation. It wishes that the publication binges local food enterprises with more reference in their reform and development.

It is incontestable that today the great success in reform of the food circulation system is made and the quite numbers of food enterprises are still in exploration of the reform. Even though enterprises face different situation, their principle is the same, existence and development, requiring the spirit of innovation, active attitude and making their own development. At present, the great historic tasks of Building up A New Socialist Countryside set in National Eleventh Five-year Development Plan create a sound policy environment for reform and development of the food enterprises and puts up higher requirements for them accordingly. We look forward to the fact that thousands of food enterprises can do some work for national food security and circulation and make certain contribution to construction of New Socialist Countryside.

Editor

May, 2006

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China Food Enterprises Demearour

风采



经济管理出版社
ECONOMY & MANAGEMENT PUBLISHING HOUSE



▲ 中国储备粮管理总公司

中国储备粮管理总公司（简称中储粮总公司）成立于2000年5月，是经国务院批准，在原国家粮食储备局部分职能机构和所属部分企事业单位基础上组建的大型国有企业，注册资本166.8亿元。中储粮总公司属于国务院国有资产监督管理委员会管理的、涉及国家安全和国民经济命脉的国有重要骨干企业，是国家授权投资机构的试点单位，享受国务院确定的国有大中型重点联系企业的有关政策，在国家计划、财政中实行单列。中储粮总公司实行总经理负责制，总经理为公司的法定代表人。

中储粮总公司受国务院委托，具体负责中央储备粮（含中央储备油）的经营管理，包括中央储备粮的收购、储存、运输、加工、销售及相关业务。“确保中央储备粮数量真实、质量良好，确保国家急需时调得动、用得上”始终是中储粮总公司的根本使命。

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哈尔滨直属库 ▼



在管理上，中储粮总公司实行“总公司—分公司—直属库”三级架构的垂直管理体系。总公司和直属库具有独立法人资格。总公司对全系统的人、财、物实行统一管理；分公司作为总公司的派出机构，根据总公司的授权委托，负责管理辖区内的中央储备粮和直属库；直属库是中央储备粮的承储单位。目前，总公司在全国设立了22个分公司，直接管理251个直属库。

经过近5年的发展，截至2005年年底，中储粮总公司已经发展成为管理着一定规模中央储备粮，拥有965亿元资产、1.8万名在职员工的大型国有企业。5年来，中储粮总公司不断推动储粮管理向制度化、科学化、规范化和精细化发展，中央储备粮管理水平成为国内粮食仓储行业的标杆。近两年来，中储粮总公司通过执行抛售储备大豆、接收储存进口小麦、收购出口玉米、落实稻谷最低收购价预案等任务，在调控实践中提高了实战能力，日益成为服务宏观调控的主

力军和最可靠的力量。

“十一五”规划时期，中储粮总公司将继续围绕“两个确保”和宏观调控需要，夯实管理基础，增强调控功能，深化企业改革，在促进粮食市场稳定、维护国家粮食安全、保障经济社会健康发展和推进社会主义新农村建设方面发挥积极作用。

China Grain Reserves Corporation, founded upon the approval of the State Council in May, 2000, is a large state-owned enterprise merging from part of functional agencies and affiliated institutions of the former State Grain Reserve Administration. Its registered capital is 16.68 billion yuan. Sinograin is a key SOE (state-owned enterprise) of national security and economic foundation importance, supervised by State-owned Assets Supervision and Administration Commission of the State Council. It is a pilot entity of state authorized investment and is entitled to key SOE policies approved by the State Council. It is under the separate category of the state planning and financing. The GM holds the overall responsibility and is the legal person representative of China Grain Reserve.

Entrusted by the State Council, Sinograin manages central grain reserve and oil reserve, including purchasing, storage, transportation, processing, marketing, etc. The basic mission at all times is to ensure the central grain reserve true in volume and good in quality and under national control and usable when emergent.

Sinograin adopts three-tier vertical management, namely the corporation, the branch company, and the directly controlled storage house. Both the cor-

poration and directly controlled storage houses are independent legal persons. The corporation manages all personnel, finance and other resources of the system. The branch companies are dispatched entities of the corporation, and manage the central grain reserve and directly control storage houses within the jurisdiction as authorized by the corporation. The directly controlled storage houses are facilities for the central grain reserve storage. The corporation has set up 22 branch companies and directly manages 251 storage houses nation-wide.

At the end of 2005, after five years of development, Sinograin evolved as a large SOE, managing considerable amount of central grain reserve, with 96.5 billion asset and 18,000 employees. In the past five years, Sinograin constantly improved the grain reserve management from institutional, science-based, regulatory, and precise perspectives. The central grain reserve management has set benchmark for the industry in China. In the last two years, by dumping soybean reserve, storing imported wheat, purchasing exported corn, and implementing minimum grain purchasing price scheme, Sinograin strengthened its manipulating skills, and became the backbone and most reliable player for macro-level adjustment.

During the Eleventh Five Year Plan, Sinograin will continue to focus on two insurances, and macro-level adjustment need, consolidate management, fortify adjustment skills and deepen corporate reform so as to contribute to grain market stability, national food security, help ensure sound economic and social development and advance new socialistic rural development.



▲ 大连直属库



▲ 东海粮油(张家港)工业公司

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中国粮油食品(集团)有限公司(简称中粮集团)以粮油食品贸易为龙头,以粮油食品加工业为基础,集贸易、实业、金融、信息、服务和科研为一体,业务涉及农产品、食品、地产、酒店、金融服务等领域,是中国最大的进出口公司之一,也是中国最大的食品生产企业。1994~2005年,中粮集团一直名列《财富》杂志全球企业500强行列。

中粮集团今后发展的目标是成为具有市场竞争力和行业影响力的国际知名跨国公司:

——成为中国粮食内贸、外贸一体化经营的主渠道。目前,中粮集团常年粮食贸易量为2000万吨左右。中粮集团将发挥自身粮食贸易优势,构建国内粮物流通设施和经营网络,建立完善的物流贸易链;实现内贸、外贸一体化经营,巩固中国粮食进出口主渠道地位;开拓国内市场,促进贸易与加工业协同发展,努力成为在国内市场占领导地位的大粮商。

——成为粮食、农产品的主要加工商。中粮集团下属的中粮油脂是中国现在最大的食用油脂综合加工企业,拥有油脂加工企业7个,榨油年产量660万吨,精炼油年产量120万吨,分别占中国的25%。拥有面粉加工厂6个,面粉年产量90万吨;其中高档面粉年产量20万吨,占全国市场流通量的10%。拥有大米加工厂3个,其中中粮(江西)米业有限公司是中国唯一、亚洲最大的蒸谷米加工厂,蒸谷米年产量18万吨。2005年,中粮集团收购新疆屯河股份番茄酱、糖业、果酱三项主业,拥有24个工厂,番茄酱年产量36万吨,糖年产量10万吨,杏酱年产量两万吨。

——成为生物质能源的主要提供商。2005年,中粮集团收购华润生化、华润酒精和吉林燃料乙醇股权,控股和参股企业4个,为进军生物质能源行业提供了重要平台。玉米年加工量260万吨,主要产品有食用酒精、燃料乙醇、玉米淀粉、葡萄糖浆、结晶糖、麦

芽糊精、玉米油等，是国家指定燃料乙醇生产商之一，负责黑龙江、吉林、辽宁三省燃料乙醇的供应。

——成为多样化品牌食品的供应商。中粮集团生产出了“长城”葡萄酒、“福临门”食用油、“金帝”巧克力等一大批深受消费者喜爱的优质产品，其拥有的“中粮”商标、“长城”葡萄酒商标被评为中国驰名商标。当前，“福临门”小包装食用油在中国市场上的占有率为18%，“长城”全汁干型葡萄酒在中国市场上的占有率近40%，“金帝”巧克力在中国市场上的占有率位居第二。中粮集团还是可口可乐在中国最大的合作伙伴。

China Food & Oil (Group) Corporation Ltd. (Abbreviated as “China Food Group”) is one of the largest import and export companies and of the largest food processing enterprises in China as well, taking the trade of food, oil and foodstuff as its leading business, processing industry of food, oil and foodstuff as its bases, combining trade, industry, finance, information, service and research into one and its business covering agro-product, food, land, hotel and financial service etc. It has been in listed as 500 global strongest enterprises of “Fortune Magazine” from 1994 to 2005.

Its objectives of future development are to grow up an across-country and international famous company with market competitiveness and industrial influence; Chinese key channel of integrative management in domestic and foreign food trades. With the annual food trade of 20 million tons, China Food Group will display its food trade advantage to form domestic circulation facility and business network of food, to create a perfect circulation and trade chain, to realize a management integration of both domestic and foreign trade, to consolidate its position of the key channel for the Chinese food import and export, to expand the domestic market, to promote coordinative expansion of trade and processing industry and make great efforts to become a major food agent with a leading position in the domestic market; important processing agent of food and agro-product. The Grease Company of China Food Group is one of the largest integrative processing plants of edible grease in the country at moment, holding grease processing enterprises

with annual extraction capacity of 6.6 million tons and annual fine grease production of 1.2 million tons, covering 25% of the total in the Chinese market respectively. It has 6 flour mills, with annual production of 0.9 million tons, among which 0.2 million tons are high-rank flour, accounting for 10% of the total circulation in the country. It possesses of 3 rice processing mills, among which, China Food Group (Jiangxi) Rice Company Ltd. is only one in China and the largest steamed paddy rice mill in Asia with annual designed capacity of 0.18 million tons. China Food Group purchased stocks of three major industries, Xinjiang Tunhe stocked tomato jam, sugar and fruit jam in 2005, with the number of 24 factories, annual tomato jam production capacity of 0.36 million tons, sugar of 0.1 million tons and apricot jam of 0.02 million tons; na major biomass energy supplier. China Food Group has purchased stocks of Huarun bio-chemistry, alcohol company and Jilin fuel-ethanol corporation with the total of 4 stock-holding and shared enterprises, that provides an important platform to be involved in biomass energy industry. These industries processed 2.6 million tons corn for products of edible alcohol, fuel ethanol, starch, glucose syrup, glycase and corn oil etc. China Food Group is one of national-designated producers of fuel ethanol, the products marketed in Heilongjiang, Jinlin and Liaoning provinces; and na food supplier with adversified brands. China Food Group developed the number of high-quality and well-marketed products, including “The Great Wall” grape wine, “Fulinmen” edible oil and “Jindi” chocolate. Furthermore, Its trademarks of “Zhongliang” and “The Great Wall” were appraised as the resound in China. Now market occupation of “Fulinmen” brand edible oil in small package covers 18% of the total, total-juice dry grape wine has market occupation of nearly 40% while “Jingdi” brand chocolate ranges second in market occupation in the Chinese market. In an additional, China Food Group is one of largest cooperation partners for Coca Cola Company in China.

秦皇岛（鹏泰）面粉有限公司



大连中粮麦芽公司

