

PHILADELPHIA UNIVERSITY

Office of Continuing and Professional Studies announces:

Breaking Into the Trade Game

A Six-Week Course for Business Leaders

Dedicated to Maximizing Their Companies' Sales

Offered in conjunction with the U.S. Export Assistance Center

Take advantage of this opportunity to learn how to move, think and act in the global marketplace. Whether you are just starting to think about exporting or have years of experience, this course will give you the tools and confidence necessary to succeed. You'll also learn about the free county, state and federal Government programs designed to help your company grow through exporting.

This exclusive training program has been carefully designed to give you the skills, strategies, insights and network of contacts necessary to expand your sales through exporting.

The course material will be taught over six sessions and will include insights and expertise from various international trade experts. Course activities and discussions will focus on developing a strong foundation for beginning and intermediate exporters.

LOCATION:

Philadelphia University, **Bucks County Campus**

4800 E. Street Road

Trevoze, PA 19053

Tuition: \$300.00

Six Week course: April 15, 2008 to June 24, 2008, 9 a.m. - 3:30 p.m.

Date:	Topic:
April 15	Making the Export Decision
April 29	Making the Connection: Selecting the Best Markets
May 13	Transporting Goods Internationally
May 27	Legal Issues for Exporters
June 10	Financing and Payment Options
June 24	Cross-Cultural Communications

For more information or to register, please contact:

Office of Continuing and Professional Studies

School House Lane & Henry Avenue

Philadelphia, PA 19144-5497

215.951.2900

evening@PhilaU.edu

www.PhilaU.edu/continuinged

Finance & Expand Your Export Business

Please join us for a morning packed with ready to use information that will help you finance and grow your export business. The U.S. Commercial Service and M&T Bank have teamed up to help you find foreign customers, be more competitive in your sales terms, and get the working capital financing you need to fulfill and expand your export business.



You should attend if any of the following apply...

- You want to do more export sales because you know they are very profitable.
- You sell capital goods and would like to offer term financing to buyers without risk, while getting paid soon after shipment.
- Letters of credit are something you have heard about, but really don't understand.
- Foreign buyers want to pay you on open account terms, but you are concerned about the risks.
- Adequate working capital is always a concern.
- Your current bank is not able to support the export side of your business.

DATE: Wednesday, April 9, 2008

LOCATION: Sheraton Station Square
300 West Station Square Drive, Pittsburgh, PA 15219

AGENDA:

- | | |
|---------------|---|
| 8:00-8:30AM | Registration & Continental Breakfast |
| 8:30-8:45AM | Welcome
<i>Lyn Doverspike - U.S. Commercial Service</i> |
| 8:45-9:15AM | Screening Foreign Buyers
<i>Steven Murray - U.S. Commercial Service</i> |
| 9:15-10:00AM | Working Capital Financing for Exporters
<i>Pai Hayes - U.S. Small Business Administration</i>
<i>Jerry Solomon - M&T Bank</i> |
| 10:00-10:15AM | Break |
| 10:15-10:45AM | Getting Paid
<i>Scott Conrad - M&T Bank</i> |
| 10:45-11:15AM | Being Competitive with Export Credit Insurance
<i>Tom Cummings - Export/Import Bank</i> |
| 11:15-11:45AM | Financing Foreign Buyers of Capital Goods
<i>M&T Bank</i> |
| 11:45-12:00PM | Commonwealth of PA Expert Network & Finance Programs
<i>Ron Maloney - Pittsburgh Regional Alliance</i> |

There will be time available at the end of the seminar to speak with U.S. Commercial Service and M&T specialists about your particular business needs.

Space is limited, so please RSVP online at:
<http://www.buyusa.gov/pittsburgh/finance.html>
(Registration Fee: \$35)

pittsburgh regional alliance

 **M&T Bank**
Understanding what's important®

World Trade Center Delaware e-News

Incoming Business Opportunities

March 2008

Are you interested in what types of trade leads we are receiving from other World Trade Centers and International agencies and organizations? Download our [Global Trade Leads Bulletin](#).

Categories include: Agribusiness, Automotive, Computer Software and Services, Construction and Construction Services/Materials, Consulting, Environmental, Finance and Banking Services, and Power Generation.

International Trade Shows

April - June 2008

GERMANY: [RESALE 2008](#)

April 23-25th

International Trade Fair for Used Machinery & Equipment

Within a decade, RESALE has grown into the world's leading trade fair for used machinery and equipment. It is now the most important forum for the global used machinery market - a trade fair where important deals are done and new contracts made.

Contact WTCDE today and receive 2 complimentary entry tickets!

TURKEY:

Mediterranean Business Partneria

May 15-16th

The Mediterranean Business Partneria is an ideal event for finding a suitable and reliable international business partner for your company in Turkey and the Mediterranean region. The event will include face-to-face match making with relevant business representatives from your sector, the opportunity to meet directly with importers, exporters, and suppliers of raw materials, and networking opportunities during the sector specific and sight seeing trips in and around Antalya.

GERMANY: Hannover Fair:

CeMAT

May 27-31st

The World's Leading Fair for Intralogistics
Intralogistics - the integrated management of internal and external logistics processes - is a burning issue in modern industry. The more closely networked the global economy becomes, the more important it is to deploy strategic management tools all along the value chain - at a micro and macro level. The intralogistics sector is booming. This was mirrored in the overwhelming success of CeMAT 2005. More than 50,000 business professionals from all over the globe attended this international flagship show. Now a separate event in its own right, CeMAT prepares the ground for tomorrow's business processes.

VIETNAM: Global Summit of

Women

June 5-7th

Women and Asia: Driving the Global Economy

Informally, called the "Davos for Women" by past participants, the Summit has developed a reputation as an exciting, fact-filled, hands-on gathering of high caliber participants. Now in its 18th year, the Global Summit of Women celebrates women's leadership worldwide by bringing together women business, professional, and governmental leaders from around the world for three days of stimulating sessions led by opinion leaders and influencers who happen to be women. The 2008 Summit explores two of the major forces that will impact the 21st century global marketplace - Women and the Asia-Pacific economies. What women can do to access those markets and what we can learn from the women business leaders from the region will form the frame of this global gathering.

CHINA:
Shenzhen International Investment & Trade Fair
June 26-27th

Ultimate Business Opportunities

Internationalization, market-orientation and specialization are characterized in this Fair. It will emphasize project exhibition, project matchmaking, project negotiation and project agreement conclusion, focusing on governmental business promotion, investment project negotiation, global procurement and investment trade service. SZITF intends to build a brand-new co-operation platform for international investment and trade project.

If you may be interested in attending any of these shows and would like further information, please contact Rebecca Faber at rfaber@wtcde.com or (302) 656-7000.

Delaware Trade Missions

SOUTH AFRICA

November 7-15, 2008

The Eastern Trade Council (ETC), a consortium of the trade development offices from the ten northeastern states dedicated to promoting trade on a regional basis, is pleased to announce an opportunity for Northeast companies to participate in a trade mission to the fast growing market of South Africa. The mission, sponsored by the ETC and the South African Department of Trade and Industry (DTI), is designed to assist small and medium-sized companies acquire valuable market information and to meet prospective business partners.

If you are not already active in this important market, now is the time to get started. With the assistance of the ETC Trade Representative and DTI, ETC will help you make the contacts you need to win business in South Africa. Take this opportunity to experience this unique business environment and culture firsthand, and gain insights through networking with your counterparts from other exporting companies.

Key Industry Sectors in South Africa:

- Automotive Parts and Accessories
- Chemicals for Industrial Inputs
- Environmental Technologies /
- Alternative Energy
- Information Technology and
- Communications Equipment
- Industrial Machinery and Equipment
- / Instrumentation

Medical Instrumentation and Devices
Transportation Equipment

[South Africa Trade Mission](#) (pdf)

[South Africa Registration Form](#) (pdf)

If you may be interested in taking part in any trade missions and/or would like further information, please contact Rebecca Faber at (302) 656-7905 or rfaber@wtcde.com.

Regional Trade Events

April 2008

Life Science Career Fair

Dover, DE

April 2, 2008

The Life Science Career Fair will provide job seekers the opportunity to meet local employers actively recruiting for over 100 open positions from student interns to mid-career scientist.

[Download Flyer](#)

[Employer Registration Form](#)

1st Annual Mid-Atlantic Women's Conference

Atlantic City, NJ

April 2, 2008

SMART

*Strengthening the Mid-Atlantic Regions for
Tomorrow*

As with all SMART regional activities, their focus is to provide a platform for the regional tech community to interface with the SMART Congressional Caucus, their Federal Executive Branch contacts and the State leaders. They will also seek other Women's groups and their other organizational partners as co-sponsors or supporting sponsors.

The purpose of SMART is to provide a regional networking opportunity for Women in Science & Technology with additional workshops for Health Care, Energy and Science & Technology Legislative Issues.

[Download Flyer](#)

The 26th Annual Monetary and Trade Conference

Philadelphia, PA

April 18, 2008

"Turmoil in the U.S. Credit Market & the Global Outlook"

The topics that will be discussed in this conference include: "Financial Crises: Causes, Cures, Impacts on the Economy;" "Monetary Policy Responsiveness;" "Global and U.S. Stock Markets: The Global Perspective/U.S. Perspective;" "Debt Markets and Toxic Paper: What Happens Next?" and "Challenges for Media Reporting of the Credit Crisis."

The Latest in Business Immigration

Baltimore, Maryland

April 29, 2008

Ensuring compliance when hiring foreign nationals.

Attend this seminar and learn how to comply with immigration regulations. More importantly, learn how to document your compliance so that your paper trail has no gaps. Discover simple techniques to protect yourself from costly fines and sanctions. The presenters are experts with years of experience handling all manners of immigration issues. They are also accomplished and insightful speakers who can provide workable answers to your questions. You will benefit from this seminar if you are involved in any aspect of immigration.

For further information please contact Rebecca Faber at rfaber@wtcde.com or (302) 656-7905.

Welcome New & Renewed Members

March 2008

Trade Association

[Maritime Exchange for the Delaware River & Bay](#)
[New Castle County Chamber of Commerce](#)
[Produce Marketing Association](#)

Standard Corporate

[Peter Alois](#)
International Lonshoremen's Association
Local 1694
[Trinity Distribution Services, Inc.](#)

Overseas Corporate

Aramor LLC
Engineering Concept Services
Marine Technic LLC
Newport Services LLC
The Skillman Method, LLC

Last Week's Trivia Question

What was the first country in the world that allowed women to vote?

- A: Norway
- B: New Zealand
- C: Finland
- D: Australia

Answer: (B) New Zealand

On September 19, 1893 Governor Glasgow signed the Electoral Bill and New Zealand became the first self-governing nation in the world where women had won the right to vote. The Bill was the outcome of years of meetings in towns and cities across the country, with women often traveling considerable distances to hear lectures and speeches, pass resolutions and sign petitions. A number of petitions were presented to both Houses of Parliament from the early 1880's till 1893. Only two of these historically important documents are known to have survived and both are preserved at Archives New Zealand.

**WTC Delaware Sustaining
Members**

The World Trade Center Delaware is a non-profit organization that assists small and medium-sized companies to expand their markets overseas, as well as raising awareness of international issues and their importance in regards to international growth.

**WORLD TRADE CENTER
DELAWARE**

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Wilmington, DE 19801
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fax: (302) 656-7956
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www.wtcde.com

Networking Mixer
Port of Wilmington
August 7, 2008
5:45 - 7:30 pm
[Registration](#)

PRESS OFFICE

Release Date: March 28, 2008
Release Number: 08-27

Contact: Cecelia Taylor (202) 401-3059
Internet Address: <http://www.sba.gov/news>

SBA Unveils New ‘National Small Business Week’ Web Site

WASHINGTON – The U.S. Small Business Administration this week launched a new Web site, www.NationalSmallBusinessWeek.com, for National Small Business Week 2008, featuring information about the agency’s premier annual event. The celebration of National Small Business Week is April 21-25, with events in Washington, D.C., April 21-23 and in New York City April 24-25.

Among the featured speakers confirmed are Secretary Mike Leavitt, U.S. Department of Health and Human Services; Ambassador Susan C. Schwab, United States Trade Representative; Newt Gingrich, former House Speaker; David Latimore of the Initiative for a Competitive Inner City; John Bryant of Operation HOPE, and other prominent business leaders, CEOs and politicians.

Visitors to the site will find it richer, deeper, and easier to navigate, with a look and feel that conveys the spirit of excitement surrounding this year's Small Business Week events.

Up-to-the-minute highlights, multimedia content and information will be updated to the Web site during Small Business Week events in real-time. An added interactive feature will allow visitors to www.NationalSmallBusinessWeek.com to upload photos of the events directly to the site.

Created with the user in mind, one of the newest features of the new Web site is an interactive blog that will allow sponsors, award winners, and the public to post content about Small Business Week events.

The new Web site provides detailed information about the National Small Business Week schedule, including day-to-day-events, featured sessions, events locations, award winners' biographies and detailed sponsor information. In addition, information for Small Business Week award winners will be accessible on member-only sections of the Web site.

"National Small Business Week.com is a leap forward for the SBA, and represents a new platform for how the agency can engage in a dialogue with small businesses online," said Anoop Prakash, SBA Associate Administrator for Entrepreneurial Development.

A full updated schedule of events appears below, and online at <http://www.NationalSmallBusinessWeek.com/Schedule/>.

After Small Business Week 2008 events have ended, the Web site will continue to serve as a nucleus for dialogue and communication, with archived events from 2008 accessible at the click of a mouse button. Small business community members can receive updates on future SBA events, including a post-event discussion of National Small Business Week 2008 activities.

The small business community is invited to join the SBA for a week of valuable executive panel forums that will feature an exceptional lineup of notable speakers, expert panelists, and business industry leaders discussing best business practices and the latest developments in the business world. The small business community nationwide can also take part in the forums, and view other Small Business Week events that will be webcast live.

Online registration for National Small Business Week is now open. To hold your place, visit online to the new site at www.NationalSmallBusinessWeek.com. Media outlets are encouraged to cover National Small Business Week events, and can also register online.

Media Contacts:

Dennis Byrne

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(202) 205-6567

Cecelia Taylor

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(202) 401-3059

- **EXECUTIVE PANEL OPEN FORUMS**

This series of executive discussions will feature some of the brightest minds in the industry and engage forum attendees on key issues of critical importance

Healthcare - Cost and Coverage: Healthcare Chicken and Egg

Trade - Going Global: Accessing New Markets

Energy - Meeting the Energy Challenge: Impacts & Opportunities for Small Business

Procurement - Secrets of Building Alliance Partnerships with Prime Contractors

Financial - Investing in the Future: Financing Inner City Businesses

- **ENTREPRENEURSHIP AWARDS CEREMONIES**

- **CONTINUOUS WEB STREAMING OF EVENTS**

(Check the Web site for Details on Live Streaming Video Events)

The U.S. Small Business Administration's participation in this cosponsored activity does not constitute an express or implied endorsement of any cosponsor's, donor's, grantee's, contractor's or participant's opinions, products, or services. All SBA programs and cosponsored programs are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made, if requested at least 2 weeks in advance, by contacting sbw@sba.gov. Cosponsorship Authorization #SBW2008

Small Business Week 2008 cosponsors include: Sam's Club, Administaff, Raytheon, IBM, Chevron, Ewing Marion Kauffman Foundation, Cisco, Lockheed Martin, Salesforce.com, Lowe's, Banco Popular, Minority Business Development Agency, General Services Administration, MyBizHomepage, Dun & Bradstreet, National Association of Development Companies, Direct Selling Education Foundation, Association of Small Business Development Centers, National Small Business Association, Federal Allies Institute, Initiative for a Competitive Inner City, Consumer Energy Alliance, National Federation of Independent Business, and SCORE

(The National Small Business Week 2008 Schedule of Events is attached.)

Small Business Week 2008 Schedule of Events

(Note to Press: Seating is limited at all events and the events schedule is subject to change.)

Monday, April 21

2:00 pm – 6:00 pm **Registration Open**
Mandarin Oriental Hotel, Pre-Function Area

6:00 pm – 8:00 pm **Opening Reception and Presentation of the Entrepreneurial
Development Awards**
U.S. Department of State, Diplomatic Reception Rooms

Tuesday, April 22

7:00 am – 5:00 pm **Registration Open**
Mandarin Oriental Hotel, Pre-Function Area

10:30 am – 12:00 pm **Healthcare Forum: “Cost and Coverage: Healthcare Chicken and
Egg”**
Mandarin Oriental, Oriental Ballroom
Sponsored by: NFIB- National Federation of Independent Business
Confirmed: Secretary Mike Leavitt, U.S. Department of Health and
Human Services
Newt Gingrich, American Solutions

12:30 pm – 3:00 pm **National Awards Luncheon Honoring State Small Business Winners**
Mandarin Oriental, Grand Ballroom
*This event celebrates entrepreneurship in America by honoring outstanding small
business men and women from all 50 states and territories. From that group, a national
small business person of the year is selected.*
Sponsored by: Sam’s Club

3:30 pm – 5:00 pm **Trade Forum: "Going Global: Accessing New Markets"**
Mandarin Oriental, Oriental Ballroom
Sponsored by: IBM & Ewing Marion Kauffman Foundation
Confirmed: Susan C. Schwab, United States Trade Representative

6:00 pm – 8:00 pm **Congressional Reception**
Dirksen Senate Office Building, Room SD-G50

Wednesday, April 23

7:00 am – 5:00 pm **Registration Open**
Mandarin Oriental Hotel, Pre-Function Area

8:00 am – 10:00 am **Phoenix Awards Breakfast**
Mandarin Oriental, Grand Ballroom
*The Phoenix Awards are given to those individuals whose efforts and contributions have
enabled their businesses or communities to recover successfully from a disaster.*

10:30 am – 12:00 pm **Energy Forum: "Meeting the Energy Challenge: Impacts &
Opportunities for Small Business"**
Mandarin Oriental, Oriental Ballroom
Sponsored by: CEA- Consumer Energy Alliance
Invited: John Hofmeister, Shell Corp.

- 12:30 pm – 2:30 pm **National Awards Luncheon Honoring Procurement Award Winners**
Mandarin Oriental, Grand Ballroom
Sponsored by: Raytheon
This event honors achievement in several areas of procurement.
- 3:00 pm – 4:30 pm **Procurement Forum: “Secrets of Building Alliance Partnerships with Prime Contractors”**
Mandarin Oriental, Oriental Ballroom
Invited: Michael Chertoff, Department of Homeland Security
- 7:30 pm – 11:00 pm **Champion Award Winners Gala**
Mandarin Oriental, Grand Ballroom
Sponsored by: Administaff
This event serves as the culminating award event to honor all the award winners of the week.

Thursday, April 24

- 8:30 am – 4:30 pm **OSDBU Procurement Matchmaking Event**
Show Place Arena, Upper Marlboro, Maryland
*For information, please visit www.fbcinc.com/osdbu
SBA Administrator Steven C. Preston will be a guest speaker at this event.*
- 3:30 pm – 6:00 pm **Reception Celebrating Women Entrepreneurs**
Hosted by the National Women’s Business Council
NASDAQ MarketSite, New York City
A reception to celebrate the 20-year anniversary of the legislation establishing the Women’s Business Centers.

Friday, April 25

- 11:00 am – 2:00 pm **Financial Forum: “Investing in the Future: Financing Inner City Businesses” and Lender Awards Luncheon**
The Westin New York at Times Square, New York City
Majestic Ballroom, 5th Floor
Sponsored by: ICIC- Initiative for Competitive Inner City
This event is designed to serve as dialogue between the SBA and those interested in community investment, followed by a luncheon to celebrate SBA’s top Small Business Lenders.
Confirmed: John Bryant, Operation Hope David Latimore, Initiative for a Competitive Inner City

Doing Business in China **Tuesday, April 1, 2008, EVENING**

How do US multinational companies work with a nation with a population of more than one billion and a growing presence on the world's stage? What are the historical and social challenges confronting American entrepreneurs as they make their way inside this emerging powerhouse? And what are the political and legal constraints shaping the way multinational corporations are doing business in China today?

Three experts will discuss strategies and opportunities for launching businesses in China: **Jack Perkowski**, CEO and founder of ASIMCO Technologies and author of *Managing the Dragon: How I'm Building a Billion Dollar Business in China*; **Peter O'Neill**, Executive Director, Center for Trade Development, Pennsylvania Department of Community & Economic Development; and **Jacques deLisle**, University of Pennsylvania Law Professor and leading expert on contemporary Chinese law and politics.

Free limited student seating available

Location: Union League of Philadelphia, 140 S. Broad St.

Business attire (no jeans or sneakers) required. For your convenience, please enter through Sansom Street.

Schedule:

5:30 p.m. Registration and cash bar reception

6:00 p.m. Program

7:15 p.m. Book signing

Cost:

Members

Program only: **\$20** or **program pass**

Non-members

Program only: **\$25**

Featured New Book:

Managing the Dragon: How I'm Building a Billion-Dollar Business in China, Jack Perkowski (Random House)

Please go to <http://www.wacphila.org/> for registration.

David Barton - Principal

MeetChinaBiz-Greater Philadelphia Chapter

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Upcoming MeetChinaBiz Activities

1. **US-China Executive Matchmaking Mixer:** Chicago (4/22)
2. **Upcoming MCB Roundtables:** Boston (4/30), Philadelphia (5/1)
3. **12th MCB Business Development Mission to China** (5/25-6/10)
4. **Latest China News & Commentary by MCB**

Recent MCB roundtables, held in Hartford (left) and Chicago (right), respectively. ([More photos](#))

1. US-China Executive Matchmaking Mixer

On 4/22 we will be holding a matchmaking networking event in Chicago 'featuring' 22 business owners from China. Their business intents are detailed below. If you are interested in meeting them, please email us at [info\(at\)meetchinabiz.org](mailto:info@meetchinabiz.org) for more details.

Industry/Product	Intent	Business Interests
Cosmetics	Buy	<ul style="list-style-type: none"> >Wishing to purchase brand-name cosmetics >Wishing to purchase cosmetic technology and equipment
Various	Buy, Invest	<ul style="list-style-type: none"> >Wishing to buy polypropylene powder >Looking to invest and set up a knitted bag operation in U.S. >Wishing to purchase anti-forgery color printing equipment. >Looking to set up a branch in US.
Alt. Energy/Solar Panel	Buy, Sell, JV	<ul style="list-style-type: none"> >Seeking manufacturers and importers of solar panels. >Seeking alt. energy industry groups and associations >Looking to set up representation in the US.
Construction Equipment	Buy, Sell, JV	<ul style="list-style-type: none"> >Seeking partners involved in construction equipment. >We are building China's only international construction equipment market/showroom
Non-ferrous Metals	Buy, Sell, JV	<ul style="list-style-type: none"> >Seeking supplier and producers of non-ferrous metals, including selenium and tellurium.
Rubber and Plastics	Buy, Sell, JV	<ul style="list-style-type: none"> >Wishing to purchase natural and waste/scrap resins for SBS?SIS?SEBS and natural and waste/scrap/recycled resins PA6?PA66?PC?PET?LDPE?HDPE. >Looking to export rubber conveyer belts, and stearic acid. >Looking to set up representation in the US.
Aluminum Wheels	Sell, JV	<ul style="list-style-type: none"> >Seeking master distributor for aluminum wheel products.
Arts and Crafts	Sell, JV	<ul style="list-style-type: none"> > Looking to export arts and crafts. > Looking to set up representation in the US.
Auto/Motorcycle Pistons & Accessories	Sell, JV	<ul style="list-style-type: none"> >Seeking partners for auto pistons, motorcycle pistons and auto accessories. >Looking to set up representation in the US.
Casting: Forklift, Auto, Spheroidal graphite & Grey Iron	Sell, JV	<ul style="list-style-type: none"> >Seeking partners in the following areas: casting accessories for fork-lifts, driving axle/wheel hub/brake drum for light (1-3 ton) fork-lifts, brake drum for autos, spheroidal graphite iron casting, grey iron casting >Looking to set up representation in the US.
Fashion Accessories	Sell, JV	<ul style="list-style-type: none"> >Seeking cooperation with US fashion companies, department stores and store design companies >Looking to set up representation in the US.
Filters & Water Treatment	Sell, JV	<ul style="list-style-type: none"> >Looking to export filtering products/equipment and water treatment equipment >Looking to set up representation in the US.
Forging Pdts: Auto/Motorcycle, Aluminum	Sell, JV	<ul style="list-style-type: none"> > Seeking to export forging parts for autos and motorcycles as well as aluminum forging products

		>Looking to set up representation in the US.
Forging Products	Sell, JV	>Seeking US partners on metal forging products
Fruit and Herbal Beverages	Sell, JV	>Looking to set up representation in the US. >Seeking partners for fruit / herbal wine and juice
Garments	Sell, JV	>Wishing to purchase fabric materials, accessories and yarn for knitting >Looking to export stationery, hardware and toys >Looking to export woven and knitted garments >Looking to set up representation in the US.
Houseware and Outdoor	Sell, JV	>Looking partners for shopping cart, shopping bag, multi-chair, houseware and outdoor supplies >Looking to set up representation in the US.
Logistics Products	Sell, JV	>Looking to export light and heavy-duty steel storage racks of all kinds, both for warehouse storage and retail systems, main products incl. clipper shelving rack, rivet shelving rack, wire shelving rack, wide span rack, pallet rack (Inter Lake & Husky & Sammons Style), slotted angles, slotted stripping, cantilever rack, carts, wire decking, wire baskets, pallet jack, store fixtures, gondola shelving, different rack accessories, manual wheelchair, etc. >Looking to set up representation in the US.
Machine fittings and parts	Sell, JV	>Looking to export compressor fittings for refrigeration equipment, textile machine fittings, and auto and motorcycle parts & accessories >Looking to set up representation in the US.
Plastic Chairs	Sell, JV	>Seeking distributors for plastic chairs.
Tires and Tubes	Sell, JV	>Seeking buyers of tires & inner tubes (excl. trucks and cars) >Looking to set up representation in the US.
Undergarment	Sell, JV	>Seeking US partners for seamless underwear and knitting fabrics. >Looking to set up representation in the US.

2. MeetChinaBiz Executive Roundtables

Taking place almost every month [in cities where we have chapters](#), this is a periodic gathering (somewhat like a "group counseling" session) for business decision-makers to discuss all issues related to doing business with or in China. These meetings will not only help them continue to network and expand their contacts, but also allow them to compare notes, share tips and learn from each other's lessons and experience, thereby enabling them to be better informed, prepared and "equipped" in their China pursuits.

MCB Boston Roundtable

Date: Wed., Apr. 30, 2008

Time: 4:00 - 7:00 PM

Venue: Boardroom of Burns & Levinson, 8th Floor, 125 Summer Street, Boston , MA 02110

Event URL/RSVP:

<http://www.meetchinabiz.org/Desktopdefault.aspx?tabindex=4&tabid=244>

MCB Philadelphia Roundtable

Date: Thu., May 1, 2008

Time: 4:30 - 7:30 PM

Venue: The Offices of White and Williams, 1800 One Liberty Place, Philadelphia, PA 19103-7395

Event URL/RSVP:

<http://www.meetchinabiz.org/Desktopdefault.aspx?tabindex=4&tabid=245>

Please monitor MCB's roundtable page for upcoming events at

<http://www.meetchinabiz.org/DesktopDefault.aspx?tabindex=3&tabid=10>

3. 12th MCB Business Development Mission to China

Aside from Shanghai and Beijing, our next trip will visit such 2nd- and 3rd-tier cities as Changzhou, Cixi, Ningbo, Xi'an and Wuxi from May 25 - June 10. Like previous trips, we will conduct pre-trip matchmaking and seek to line up Chinese companies matching your interests and objectives.

You may be already aware that costs in China have gone up significantly and so are people's purchasing power. What's more, numerous Chinese business owners have been forced to shut down their manufacturing operations and are now sitting on piles of cash looking for new ideas, ventures and/or properties to either invest or park their wealth. So now is a great time to pursue those opportunities.

Please email us at [info\(at\)meetchinabiz.org](mailto:info(at)meetchinabiz.org) for more details about this trip.

4. Latest China News & Commentary by MCB

Please scroll down below for a summary of the latest edition of our China News & Commentary.

More news and updates to follow soon. Please monitor your inbox... Questions?
Please email us at [info\(at\)MeetChinaBiz.org](mailto:info(at)MeetChinaBiz.org)

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To unsubscribe, email [unsubscribe\(at\)meetchinabiz.org](mailto:unsubscribe(at)meetchinabiz.org)

I. Macro Issues

Economy

"Made-in-China" Will Get Expensive in 2008 (02/17/2008)

"Made-in-China" will surely get pricier in 2008 due to a growing list of woes: reduction/elimination of export VAT refunds...soaring energy/material prices... already rising labor costs further propelled by the newly enacted Labor Laws...quickened appreciation of RMB against the Dollar...a waning US consumer demand dampening producers' economy of scale... Here is a good article that offers some further details on some of those issues mentioned above [read more...](#)

Snow Storms Relaxes National Credit Squeeze Policy (02/17/2008)

The recent snow storms that had paralyzed parts of China's southern and central regions have temporarily forced the government to relax its credit squeeze imposed since late last year. [read more...](#)

Regulations & Policies

How China's New Labor Laws Will Raise Standard of Living and Prices (02/17/2008)

China's notorious rock-bottom labor cost has kept global inflation at bay for much of this decade. The newly enacted employment laws will likely change that soon. [read more...](#)

Social & Political

A Picture is Worth A Thousand Words

When so much of the society is consuming, and consumed by, fake products (and for that matter, forgery, fraud and falsehood), the 'sign of the times' may be best captured by a picture, or two. The recent 'fake tiger photos' scandal has created such a national fervor in China, its impact is likely very profound, ranging from a never-before official apology from CCTV (China's ultimate propaganda apparatus, for its association with another fake photo) in the near run, to truth-telling and accountability, a trend suddenly in vogue during the latest congressional meetings, in the long run... [read more...](#)

...And You Thought "Guanxi" Was Simply A Dry Concept?

Annual spending by the Chinese government on providing cars, overseas travel and free food and drinks for government officials and party cadres could exceed RMB 900 bn (USD 112.5 bn), or more than 30% of government revenue, according to a controversial analysis by a Chinese professor a couple of years ago. While you may not find official drinking during lunchtime a common affair in the most developed areas of the country, in smaller and remote places (recall the "[3C's of China](#)"?) it is an indispensable lubricant for business, public or private, as illustrated in this NYT article... [read more...](#)

The "Great Firewall" of China (02/05/2008)

If you ever wondered why those Chinese companies' websites (those ending in ".cn" which indicates that they are hosted within China) you visited were so slow, now you know the answer! In fact, internet users in China experience exactly the opposite problem -- that websites hosted outside of China would load very slowly, if at all, due to delay or blockage by this system. Many export-oriented Chinese companies have since opted to have their websites hosted in the US for the convenience of their Western customers and prospects. You will notice that their url will end in ".com" instead of ".com.cn". As for why there seemed to be a higher probability for emails to get lost when to and/or from China, aside from this 'firewall', the professional spammers are to blame too... [read more...](#)

Trade

Why A Seeming Dichotomy In Export Control? (01/14/08)

While the "Military Catch-All" Regulations implemented by the US Dept. of Comm. in June of 2007 was largely viewed as increased US government scrutiny of technology exports to China, a recent New York Times article revealed that some weapons experts were questioning why rules were eased in a number of cases where the beneficiaries included such companies as Boeing (who might be under siege following Airbus's move to build its largest overseas A320 assembly plant in Tianjin last year) and ICT industry players (who could use some help in a market with cut-throat competition, not to mention an impending 3G launch adding to the aggravation)... [read more...](#)

II. Business & Industries

Consumer

McKinsey Survey Claims Chinese Consumers Favor Domestic Brands (02/17/2008)

A recent McKinsey survey finds that most Chinese consumers say they trust domestic products more than foreign ones. Please compare this finding with that of UPS's below... [read more...](#)

UPS Survey Finds Chinese Urban Consumers Fond of US Products (02/17/2008)

Seemingly defying the findings quoted immediately above, a 2006 UPS survey of Chinese urban, middle class consumers found that they crave for US movie/music, skincare products, sneakers and jeans. How do we make sense of this inconsistency? For those who are shopping for 'utility', the key is "Price-performance Ratio". That explains the local brand preference given comparable quality. For those shopping for 'vanity', the secret is "Conspicuous Consumption". That explains why US and other Western products (services included) do extremely well in certain categories and why China is the fastest growing market for luxury goods. [read more...](#)

Education

US Universities Rush to Set Up Outposts Abroad (02/17/2008)

No longer satisfied with student and faculty exchanges or 3+1/2+2/1+3 programs, American schools are eager to export US education 'wholesale' -- and charge US college tuitions on foreign lands. The truth is, in terms of carrying all the right ingredients in making a product sellable in China (or any other foreign markets for that matter), there is hardly any better product than a US degree. [read more...](#) also see [How to Sell to China](#) and [What Sells in China](#)

Finance

Bottomed Out, or Bottom Has Fallen Out?

China's first privately-owned Minsheng Bank is liquidating its foreign stock-destined fund due to a 50+% drop in value since its launch half a year ago. The fund is one of a few pioneering ones set up under the government QDII program designed to allow Chinese citizens to invest in foreign shares. They all had had limited appeal to investors because of a better performing domestic market earlier, although to date the Shanghai Composite index has also fallen over 40% since its Oct '07 peak. All this ahead of the Olympics? In fact not all 'face' may have been lost given the global slump. But Beijing has nonetheless temporarily waived the corporate taxes from mutual funds. [read more...](#)

Sourcing

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Toy Maker's Suppliers Go West (02/17/2008)

Driven by rising costs, Hasbro's China-based suppliers are increasingly moving production away from China's coastal industrial regions. [read more...](#)

Sports & Entertainment

How NBA China Keeps Scoring Big (01/14/2008)

Without even a team or game played, NBA's China subsidiary is already valued at \$2.3bn, as derived from the latest \$250mn joint investment by Disney and 4 Chinese players (Bank of China, China Merchant Bank, Legend and Hong Kong billionaire Li Kashing's Hutchison Whampoa). New York Times calls the N.B.A. "one of the China's most notable imports". Apparently it is something the Chinese themselves can [neither produce nor easily emulate](#), and full of "vanity" as opposed to "utility", some key ingredients in successfully selling into China. [read more...](#)

III. Special Topics

2008 Olympics

Olympics Water Diversion: A Winning, or Collision, Course?

China will reportedly run out of fresh water before it runs out of oil. Incidentally it subsidizes the price of both. There is a saying in Chinese that water from afar can't quench thirst afoot. In its Olympian endeavor to bring in water from distant provinces to satisfy the needs of its 2008 Games, China is risking hanging its future out to dry... [read more...](#)

China's Sky-high Ambition (02/17/2008)

For years, Beijing has ranked as one of the world's most polluted cities. To win the Games, Beijing promised a "Green Olympics" and undertook environmental initiatives now considered models for the rest of China. But greening Beijing has not meant slowing it down. Officials also have encouraged an astonishing urbanization boom that has made any environmental gains seem modest, even illusory. [read more...](#)

Beijing Voices Regret on Spielberg's Reason to Resign (02/17/2008)

In spite of its insistence on keeping politics out of sport, the Olympics organizing committee (Bocog) joined the foreign ministry in defending China's stance on Darfur which had been cited by Mr Spielberg as the reason for his resignation. [read more...](#)

Marathon King Still Concerned about Beijing Air Quality (02/17/2008)

Marathon world record holder Haile Gebrselassie will decide in the next two months whether to run in the endurance event at this year's Olympics despite fears that Beijing's air pollution will damage his health. [read more...](#)

Empty Olympic Promises (02/17/2008)

Many social and environmental 'blowbacks' are spelling worries for the Olympics and more, such as human rights issues (much of which is in fact directly related to social and economic inequality and environmental degradation issues at large), air pollution, information and press freedom (please also refer to the "Great Firewall" piece above), and Darfur (see more details in this section)... [read more...](#)

Currency

Fed Chief Ready to Cut Rates Further (02/17/2008)

Ben Bernanke, Chairman of the Federal Reserve, signaled recently a willingness to continue cutting interest rates to tackle the US economic slowdown, although he saw an "improving picture" over the course of the year. [read more...](#)

RMB vs. Dollar Appreciation Pace May Quicken (02/17/2008)

The RMB has started to appreciate more rapidly in recent months. In the short run, the Fed's recent cuts seem likely to delay much expected rate rises by the People's Bank of China. In the long run, China will have no choice but to allow its currency to appreciate faster. [read more...](#)

Environment

Olympics Water Diversion: A Winning, or Collision, Course?

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Overseas Investments

Buying Global Brands (02/17/2008)

In merger/acquisition transactions, while many deep-pocketed Chinese companies are willing to pay for established marketing and distribution capabilities, i.e., a 'utility' they cannot 'manufacture' themselves, well-established brands can also fetch a much better deal than the operations or products behind them. Think IBM PC. Another example is UK's MG Rover. Please refer to the highlighted portion in the attached article. [read more...](#)

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MARCH 2008

in this issue

HR Issues in the Global Marketplace

Reaching Your Global Customers

**Cumberland County Economic Development to host PA
Reps**

**Southcentral Pennsylvania has Significant Increase in
Export Sales**

WTC Member Speaks in Favor of Fair Trade

Member Spotlight: C.L. Sturkey

NEXCO invites you to attend:

*** Qualifying a Product Under a Free Trade Agreement

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*** A full day workshop to include Classification in the morning and *

*** Free Trade Agreements in the afternoon.

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Date: Tuesday, April 1, 2008

Time:

Full Day Session - 9:00 a.m. - 4:00 p.m. for full day session
(Registration begins at 8:30 a.m.)

Morning Session - 9:00 a.m. - 12:00 p.m. (Registration begins at 8:30
a.m.)

Afternoon Session - 1:00 p.m. - 4 p.m. (Registration begins at 12:30
p.m.)

Location: Williams Club, 24 East 39th Street, New York, NY

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The U.S. currently has free trade agreements with Israel, Jordan, Chile, Singapore, Australia, Morocco, and Bahrain. Not to mention the following Regional agreements such as CAFTA-DR and NAFTA. How can you qualify for the CAFTA-DR free trade agreement or NAFTA, or any other trade agreement and potentially save your company thousands of dollars? Become knowledgeable in this field and you will have a competitive edge. Attend this full day workshop and learn how your company can take advantage of the many trade agreements out there and stay competitively strong in the marketplace.

Whether you are exporting a product or importing a product knowing the classification rules is vital to your business. Proper classification is also key to qualifying for many FTAs. Do you rely on a customs house broker for the information? Who is actually the responsible party?

The classification and valuation of goods are a major decision for exporters and importers. Classifying goods is important not only for duty purposes, but also to determine whether the goods are subject to safeguards, quotas, restraints, embargoes or other restrictions. Because of its importance, we are giving you a choice of attending the morning session, afternoon session or both.

We have combined all of our excellent seminars into one full day workshop to help you with your particular product. NEXCO will teach you the Classification Rules in the morning through an interactive workshop of examples and lead you through an intense afternoon of learning how to qualify the product under various free trade agreements.

Join us on Tuesday April 1, 2008 as our experts work with you on your particular product and answer your many questions of free trade agreements.

WHAT YOU WILL LEARN

- How to classify a product and why it is important
- How transshipments may qualify under free trade agreements
- How your product can qualify so that you can take advantage of a particular FTA
- What paperwork is necessary and how long do you need to keep it
 - How does country of origin affect the status?

WHO SHOULD ATTEND?

If you are involved in international trade and you want to learn how you can save your company money and ensure compliance with free trade agreements, you need to attend this seminar.