

# Trade Mission a Success

## Opens Doors for USPAACC Members at '08 Beijing Olympics

The first high-level trade mission by the US Pan Asian American Chamber of Commerce (USPAACC) to China, an economic superpower, was a huge success.

"We achieved the goals we set for the trade mission and much, much more," said National President & CEO Susan Au Allen. Allen led the seven-member USPAACC delegation to China on November 10-22.

"We came to strengthen friendly relations and promote better understanding between the U.S. and China, so we can help to increase the bilateral trade relations between the two countries," said Allen. "I believe when you go out of your way to meet people and foster goodwill, mutually beneficial things happen."

She added, "Indeed, we were very much encouraged by the warm hospitality and royal treatment extended to us by all the high-level officials and business people we met, as well as their interest in opening their doors to U.S. small business, including franchises."

In February 1972, President Richard Nixon was the first U.S. President to visit China when it opened its doors to the west. With its trade mission, USPAACC also became a trailblazer, this time for U.S. small business in China.

In Washington, D.C., U.S. Congressman Donald A. Manzullo (R-IL), Chairman of the House Small Business Committee, lauded the trade mission. "I want to con-

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*Members of the high-level USPAACC delegation to the China trade mission, led by National President & CEO Susan Au Allen, strike a happy pose after discussing business opportunities at the 2008 Summer Olympics with Beijing Vice Mayor Lu Hao (From Left: Timothy Wu of Northern California Chapter, Grace McDermott from South West Chapter, Allen Wu from the North East Chapter, Susan Au Allen, Vice Mayor Lu Hao, and Varghese Chacko from the Mid-West Chapter).*

## USPAACC: An Advocate for Economic Growth

The US Pan Asian American Chamber of Commerce (USPAACC) was formed in 1984 as a national, non-profit organization representing all Asian Americans and Asian American-related groups in business. We promote, nurture and propel economic growth by opening doors to contract, educational and professional opportunities for Asian Americans and their business partners in corporate America, the federal government, and the minority business community.

### 2005/2006 UPCOMING EVENTS

All Chapters

Year-End Networking Gathering  
December 2005

Southern California Chapter  
Procurement Connections  
Las Vegas, Nevada January 2006

Midwest Chapter  
Procurement Connections  
St. Paul, Minnesota January 2006

National Capital  
US-China Small Business Forum  
Embassy of the People's Republic of China  
Washington, DC February 2006

Northern California Chapter  
Procurement Connections  
TBD March 2006

Midwest Chapter  
Procurement Connections  
Chicago, Illinois March 2006

CelebrAsian 2006  
Chicago, Illinois May 15 ~ 17

THANK YOU TO OUR PRINTING SPONSOR

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eastwest REPORT is published by the  
US Pan Asian American Chamber of Commerce  
National Headquarters at  
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## President's Message

### USPAACC Plate Full in 2005

*As we celebrate the Holiday Season and prepare to welcome the New Year, we pause to reflect on our many blessings. Indeed, 2005 was unusually eventful.*

*We celebrated our 20th Anniversary! Being around for two decades speaks volumes about how far we have come, and our staying power. To commemorate this milestone, we planted USPAACC's Prosperity Tree on the Grounds of the Capitol in the nation's capital. This is the first time in U.S. history that an Asian American organization had such an honor.*

*We continued to be No. 1. We held the largest annual national Asian American business conference in the nation. We brought together over 1,000 Asian American entrepreneurs, procurement managers and professionals from Corporate America, Federal agencies and large non-profit organizations to do business with each other.*

*We published the first-ever Ten Most Influential Asian Americans in Business. We held 10 regional Procurement Connections in major cities: San Jose, Los Angeles, Dallas, Atlanta, Orlando, New York, Chicago and in Washington, D.C. Investing in our country's future, we also awarded 22 scholarships to college-bound students all over the nation.*

*Personally, 2005 started with a big bang. I was honored to be installed into the Minority Business Hall of Fame in New York, together with some of the giants who have accomplished much more than I have. I also joined the Advisory Committee of the Import-Export Bank of the U.S., where I work on enhancing Asian Americans' access to capital to export U.S. products and services.*

*As in past years, I continue to travel the country. In this age of teleconferencing, it is still the best way to connect with Asian American entrepreneurs and executives of Fortune 500 companies who are committed to doing business with, and marketing to, our community, and to tell them our story.*

*Finally, when President George W. Bush went to China on November 19, I led a delegation of USPAACC Regional Presidents to Beijing and Shanghai. Our goals: To strengthen relations with government policymakers and trade officials, as well as Chinese business executives. We are planning to hold a U.S.-China Small Business Forum at the Embassy of the People's Republic of China in February 2006.*

*Our plate is full, and we are happy and grateful.*

*Warm Holiday Greetings and Happy New Year to all!*

Susan Au Allen

National President & CEO



### Welcome Aboard!

USPAACC welcomes its newest corporate member:

**Utility Shared Services/  
Energy East Corporation**



### By the Numbers

**50%** — The percentage of Asian Americans, age 25 and over, who have a bachelor's degree or higher level of education. Asians have the highest proportion of college graduates of any race or ethnic group in the country. The corresponding rate for all adults in this age group is 27 percent.

**19%** — The percentage of Asian Americans, age 25 and over, who have an advanced degree (e.g., master's, Ph.D., M.D. or J.D.). The corresponding rate for all adults in the age group is 9 percent.

Source: U.S. Census Bureau  
www.uspaacc.com



# Save the Date: It's Chicago for CelebrAsian 2006!

*Theme is 'Partnering for Growth'*

Susan Au Allen, USPAACC National President and CEO, has announced that the 21st Annual CelebrAsian Anniversary would take place in Chicago on May 15-17, 2006.

"Chicago is an exciting choice for many reasons," Allen said. "Our Mid-West chapter has grown and it will take the national spotlight as we begin our next decade."



*Chair Victor Tsao*

"Chicago is also home to successful Asian American manufacturing and food industry," she added. "Along with Information Technology (IT), Asian entrepreneurs shine in these fields, and we need to showcase that."

Victor Tsao, co-Founder of Linkys, now a division of Cisco Systems, is the 21st Annual CelebrAsian Chair. FedEx, Verizon and Wells Fargo are Corporate Chairs. The Business Luncheon Co-Chair is Wal\*Mart.

Corporations that have already committed to sponsor the conference include Altria Group, American Express Company, Cendant, CNA, Darden Restaurants Inc, FedEx, Home Depot, McDonald's Corp., Merck & Co., Verizon Communications, Verizon Wireless, Wal\*Mart, and Wells Fargo.

Chair Tsao urged entrepreneurs, Corporate America executives and Federal government officials to attend CelebrAsian 2006. "The three-day event will begin with a welcome reception on May 15 aboard the 'Spirit of Chicago' cruise ship," he said.



The Guanxi Trade Fair will be held on May 16. The Excellence Awards Gala and Dinner will take place on the last day. CelebrAsian 2006 will also feature a College Scholarship Luncheon, USPAACC/Wells Fargo Asian American Business Leadership Award Luncheon, Breaking Cultural Barriers, Women Pioneers Summit, Supplier Diversity Managers Summit, a CEO Forum, and Strategic Alliances to Strengthen Supply Chain.

## *First time in Mid-West*

This is the first time USPAACC's national conference will be held in the Mid-West. Previous venues have been in the East Coast, West Coast and Washington, DC. Successful Business Expos have also been held for three consecutive years in Dallas, Texas.

Chicago has a thriving Asian population. Across the U.S., it has the 7th largest Asian population in relation to the city's total population, according to the 2000 Census. Of 2.8 million Chicago residents, 4.3 percent are of Asian

*(Continued on Page 10)*



## National Capital's World Bank Forum

The USPAACC National Capital Chapter hosted a panel discussion on Oct. 27 at the World Bank entitled "Doing Business with the World Bank & Other International Organizations." Asian Pacific American and minority entrepreneurs had a unique opportunity to learn about strategies and techniques that would increase their chances for success when doing business with large international organizations, such as the World Bank. Panel speakers included officials from the World Bank, the American Red Cross and Taj Technologies, Inc. The event concluded with a networking and procurement connections roundtable session. ●



### Texas Expo Draws 600 Participants

USPAACC Southwest's 3rd Annual Asian Business EXPO and Awards Luncheon, held on Aug. 17 at the Arlington Convention Center, drew over 600 participants. Business owners and professionals flocked to the Women Business Symposium, sponsored by Chase Bank and the U.S. Labor Department's Women's Bureau, the Economic Development Summit and the Lockheed Martin Procurement Connections Round Table. The session on "Creating Wealth Through Business Expansion—How Your Bank Can Help You," sponsored by Comerica Bank, was also a big crowd-drawer. At the Awards Luncheon, Verizon Wireless received the Wireless Carrier of Choice Award. Corporate Appreciation Awards were presented to General Motors, JC Penney, Jaguar Land Rover, Lockheed Martin Aeronautic Co. and Wells Fargo. These companies were



recognized for their support of USPAACC Southwest's effort in promoting and educating minority suppliers in procurement and contracting opportunities.

### Kudos to the Northern California Event

The Northern California Region's Procurement Connections Mixer, held at the Westin Santa Clara on November 30, drew nearly a hundred participants. The event, an evening networking reception and a panel discussion, had Citigroup's Citibank-West as the exclusive sponsor. Network Appliance Inc., Internet Speech, Vapro Inc., The Norland Group and Citibank West of Citigroup were among the major companies on the panel discussion. Participants gained valuable tips and insight on business expansion and financial strategies of successful small businesses in America.



*At the Southwest Expo, from left: Grace McDermott, USPAACC Southwest Chapter President; Luis Cruz, Regional President of Verizon Wireless; Honorable Robert Cluck, Mayor of Arlington, Texas; and USPAACC National President & CEO Susan Au Allen.*

Here are excerpts of comments from participants. Tim Wu, USPAACC Northern California President: "Dave, it was a great pleasure having you moderate the panel. It certainly was a well-orchestrated panel, so I thank you, the panelists and all the volunteers, plus Cherie. Greg Myer of CitiBank was pleased too, so I look forward to working with them again." Emdad Khan, InternetSpeech: "Thank you for inviting me to the November 30 USPAACC event. It went very well and was very successful. I'd also like to thank all of your team members for their hard and dedicated work. Great job!!!" Mayling Liang, The Norland Group: "Thanks to everyone! Without your commitment, this would not have happened. We look forward to your continued support for the next event in March 2006." Corina Chen, Nutritional Immunology Consultant & Distributing Manager: "I'd like to extend my appreciation for the opportunity to volunteer with all the USPAACC local leaders. I am impressed with the professional and well-rounded qualities you all possess.

*(Continued on Page 10)*





## **Commerce Secretary Urges USPAACC Role in Post-Katrina APA Contracting Opportunities**

U.S. Commerce Secretary Carlos M. Gutierrez invited small and minority business associations to coordinate contracting opportunities to help rebuild the Gulf Coast Region damaged by Hurricane Katrina on August 29.

USPAACC was the Asian American trade group at the table. At the meeting, held on Oct. 11, Gutierrez announced he had formed the Hurricane Contracting Information Center (HCIC) to help American businesses in the rebuilding efforts.

Small and minority businesses will have the opportunity to bid for contracts with federal agencies involved in the rebuilding efforts. HCIC will serve as a central source of information on contracting, subcontracting and reconstruction bids for the businesses. It will also assist businesses in the actual contracting process.

Susan Au Allen, USPAACC National President & CEO, shared the news at the USPAACC Southern



*U.S. Commerce Secretary Carlos M. Gutierrez meeting with representatives of small and minority business associations to coordinate their role in Katrina recovery efforts.*

California Procurement Connections meeting at the Omni Hotel in Los Angeles.

"U.S. Commerce Secretary Gutierrez invited USPAACC to the Katrina meeting because we belong to a core group of national business organizations which have had a longstanding working relationship with the U.S. Department of Commerce," Allen said.

### ***USPAACC Track Record***

She added: "USPAACC was the Pan Asian American business organization at the table because we have 20 years of national presence, and we have access to over 8,000

Asian American businesses nationwide in a variety of areas of business—not just high tech, but in all areas that could meet the rebuilding needs of the Gulf Coast."

"More importantly, we have a track record of serving our constituencies—the Pan Asian American businesses, corporate members, government partners and international trade and commerce business owners," she stressed.

The national rebuilding efforts will be supported by the U.S. Department of Agriculture, Department of Commerce, Department of Defense, Department of Energy, Department

*(Continued on Page 9)*

## **USPAACC Fund for Katrina Recovery**

*Sherry Hwang, President and CEO of Pyramid Systems, Inc. presents a check for \$21,000 to Rick Pogue, Vice President of Human Resources and Chief Diversity Officer at the American Red Cross. The amount represented the donation from two members of the US Pan Asian American Chamber of Commerce (USPAACC). The American Red Cross has been a long-time USPAACC member. Donations to the Post-Katrina Fund should be sent to the American Red Cross at P.O. Box 37243, Washington, D.C. 20013. Call 1-800-HELP-NOW, or visit its website at [www.redcross.org](http://www.redcross.org)*



# 2005 Highlights USPAACC as a Major Player

*ASIANS have a saying, "The journey of a thousand miles begins with a single step." The US Pan Asian American Chamber of Commerce (USPAACC) took this audacious single step in 1984.*

Today, USPAACC stands firm and strong like an oak tree. Over the years this organization, which mingles with the movers and shakers in Washington, DC, as well as the *crème de la crème* of Corporate America, has itself become a major player in the national scene.

Images of the Year 2005 attest to this, as highlighted in its anniversary celebration. Not one, but two, cabinet officials graced this year's celebration of USPAACC's 20th anniversary. Labor Secretary Elaine L. Chao opened the three-day event. Commerce Secretary Carlos M. Gutierrez gave the Anniversary Dinner keynote speech.

Gala Anniversary Night was a star-studded affair. Top executives of Corporate America, and also leaders in business, the arts and science, cleared their schedules and flew to the nation's capital for the event. Outstanding individuals and corporations were recognized with awards. USPAACC, represented by National President & CEO Susan Au Allen, Regional Presidents and



*Congressman Donald A. Manzullo*



*President George W. Bush greets USPAACC President & CEO Susan Au Allen at The White House*



*With U.S. Labor Secretary Elaine L. Chao (right)*



*Washington, DC Mayor Anthony Williams welcomed USPAACC officials and CelebrAsian 2005 participants*

other leaders, shared center stage with these kindred spirits: against-all-odds achievers, and genuine success stories. Likewise, this year USPAACC handed out an unprecedented 21 College Scholarship Awards. Education of the nation's future leaders is an investment that USPAACC takes seriously.

The Federal government itself takes this organization seriously. When the U.S. Department of Commerce needed an Asian Pacific American trade organization to

*(Continued on Page 7)*



*With U.S. Commerce Secretary Carlos M. Gutierrez and his wife Edilia (left)*



## 2005 Milestones



*Celebrating USPAACC's 20th anniversary by planting the Prosperity Tree at the U.S. Capitol grounds in Washington, D.C are, from left: P.I. Joy, Southeast Chapter President; Susan Au Allen; Chairman and Congressman Donald Manzullo; Jhoon Rhee, martial arts guru; Matt Evans, U.S. Capitol Landscape Architect (partly hidden); Varghese Chacko, Midwest Region President; Tim Wu, Northern California Region President; and Allen Wu, Northeast Region President.*



*Narinder Kapany, Ph.D., also known as the "Father of fiber-optics"*

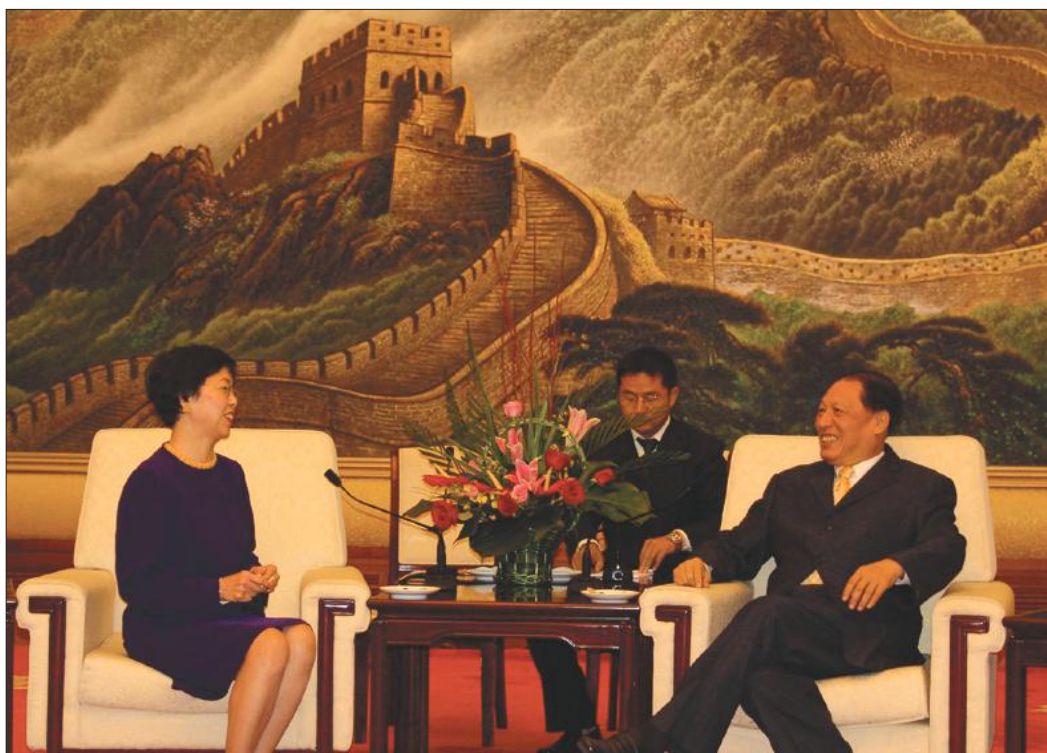
*(Milestones from Page 6)*

coordinate contracting opportunities in the APA business community, as part of its post-Hurricane Katrina rebuilding efforts, who did they invite to the table? USPAACC, a reliable minority business partner through the years.

Two decades of USPAACC's sustained growth do not come easily. They are a result of a partnership of smart, dedicated and never-say-die leaders and members with common goals and shared values. To be sure, leadership is a main ingredient of USPAACC's enduring success. Through four U.S. presidents, the fall of the Berlin Wall and the end of the Cold War, the exciting Information Technology revolution, globalization, Asia's financial crisis, and the tragic September 11 terrorist attacks, USPAACC had a steady hand at the helm: Overcoming challenges and welcoming changes.

Indeed, the world of 20 years ago is a vastly different world from today, resulting in a New

Paradigm, a new model for success. With a proven track record, and a thriving partnership with its members and all major sectors of society, the USPAACC leadership is more than equal to the task. Here's to the next 20 years!



*Cheng Siwei, Vice Chairman of the Standing Committee of the National People's Congress of the People's Republic of China, tells Susan Au Allen he is meeting former U.S. President George H. W. Bush immediately after receiving the USPAACC trade delegation in Beijing on November 14.*



(Trade Mission from Page 1)

gratulate the leaders of the US Pan Asian American Chamber of Commerce who went on a recent trade mission to China," he said. "The timing looks auspicious for small and minority businesses in America to expand their market base to the Asia Pacific Region."

### Opportunities

The trade mission was successful in expanding the opportunities for growth by USPAACC members. "We



Shen Weiping, Vice President of the China Association for International Friendly Contact, receives a Proclamation from USPAACC National President and CEO Susan Au Allen. The Proclamation, presented to all top Chinese officials during the trade mission, reads in part: "USPAACC believes that international exchanges are vital to the health and vitality of the global community because they engender friendship, mutual respect and understanding."

told the officials we met that we were interested in being a part of their supplier chain for product and service industries," Allen said.

Lu Hao, Vice Mayor of Beijing, is in-charge of the food concessions at the 2008 Summer Olympics in Beijing. Allen said he told the group he wanted the food concessions "to be multi-cultural, and welcomed ideas from us."

Beijing is also a potential client base for environmental products for which the U.S. excels. In Shanghai, officials invited USPAACC to take part in the World Expo to be held in Year 2010 in their city.

J. Matthew Szymanski, Chief of Staff and Counsel of the Small Business Committee of the U.S. House of Representatives, added an official stamp and cachet to the trade mission. Joining him in the Shanghai trip were his staff Sean Peter Devereux and military escort Lt. Robert I. Diamond, U.S. Navy Liaison Officer.

The historic China trip itself was composed of a select group of USPAACC leaders. Northeast Region President Allen Wu and Southwest Region President Grace McDermott were appointed Trade Mission Co-Chairs.



USPAACC National President & CEO Susan Au Allen presents a "Made in the U.S.A." golden-hued fortune cookie to Beijing Vice Mayor Lu Hao. The popular fortune cookie originated in the U.S.

Southern California Region President Wen Chang, Northern California Region President Timothy Wu, Midwest Region President Varghese Chacko, and Southern California Director Lily Kuo made up the rest of the official delegation.

The delegation members had a hectic schedule. On Nov. 10-14, they were in Beijing, the capital of the People's Republic of China (PRC). They proceeded to Yunan province's Lijiang, known as a modern-day Shangri-la. On Nov. 18 - 22, they were in Shanghai, the commercial and economic capital of the PRC.

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China Association for International Friendly Contact (CAIFC) official Shen Weiping, seventh from left, in a photo-op after hosting dinner for the USPAACC Trade Mission at the People's Great Hall, where former U.S. Presidents Richard Nixon and Ronald Reagan were feted during their state visits. Also in photo are CAIFC Director of American Affairs Zhao Lei (third from right) and entrepreneurs Raymond Lin (third from left) and Zhou Jian Hua (second from right).



(Trade Mission from Page 8)

## Top officials

The delegation had warm and fruitful business discussions with top national and local Chinese officials. Allen said she invited all of them to be special guests at USPAACC's 21st anniversary in Chicago on May 15-17, 2006 and "we are delighted that they have accepted our invitation."

In Beijing, the delegation met with Cheng Siwei, Vice Chairman of the Standing Committee of the National People's Congress of the PRC, whose U.S. counterpart is the elected official next to the Speaker of the House, and

Cai Linxiang, Deputy-General of the Foreign Affairs Department of the PRC's National People's Congress Standing Committee.

Li Hai Fei, Vice-Minister of the Overseas Chinese Affairs Office of the PRC State Council, hosted the group to a luncheon at Diao Yu Tai, the State Guest House. Diao Yu Tai, located a mile from Beijing, is where visiting heads of state and heads of government stay.

Earlier, Vice-Minister Li treated them to a tour of Diao Yu Tai, the 104-acre palace by the lake, which Ching Dynasty emperors used as fishing and picnic grounds. Emperor Pu Yi, subject of a recent U.S. film epic, "The Last Emperor," was one of two royals who used it.

In Shanghai, Wang Dandan of the Protocol Division of the Foreign Affairs Office of the Shanghai Municipal People's Government met the delegation at the airport. Vice Mayor Tang Deng Jie explored opportunities for small businesses with the delegation. He also ex-



*NO OTHER WAY BUT UP: USPAACC leaders reached new heights at 14,780 feet during their Nov. 10 - 22 trade mission to China. Here they pose for a souvenir photo after scaling part of Jade Dragon Mountain in Shanghai's Lijiang, a modern-day Shangri-la.*

tended an invitation to the delegation to participate in its 2010 World Expo.

## Media coverage

The USPAACC team also reached a wide audience in China through the media. At a press conference held in Beijing, 10 major newspapers and TV stations attended, listened attentively to the presentation and asked questions.

Those who covered the event represented CCTV, China Economic Times, Fortune Times, World Business Journal, Beijing Commerce and Industry Times, Ta Kung Pao

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*At the façade of the PRC National People's Congress, from left: Northern California Region President Tim Wu, Lily Kuo, Director of the Southern California Chapter, Grace McDermott, President of the South West Chapter, USPAACC National President & CEO Susan Au Allen, Midwest Region President Varghese Chacko and Northeast Region President Allen Wu.*

(Post-Katrina Recovery from Page 5)

of Health and Human Services, Department of Homeland Security, Department of Labor, Department of Transportation, Department of Education, General Service Administration and Small Business Administration.

Small and minority-owned companies can register with government agencies that are providing contracts to rebuild the Gulf Coast by visiting the Department of Commerce website at [www.rebuildingthegulfcoast.gov](http://www.rebuildingthegulfcoast.gov)

At this website, they can also access basic information about doing business with the government, e-mail alerts regarding specific contracting opportunities, links to other

government and local agencies, and information about minority business services.

The HCIC also includes a call center (1-888-4USADOC) with representatives from different government agencies onsite to provide information on rebuilding opportunities. The call center will help businesses navigate the state and federal contracting process. The HCIC will provide information and add transparency to the contracting process, but will not award contracts. Those responsibilities will remain with the specific government agencies. ●

*(Regional Roundup from Page 4)*

Many thanks to Tim.” Dave Vegara, Network Appliance Inc.: “Just wanted to thank everyone for what I thought was a great event last night. I heard many favorable comments regarding our panel. Good job!”

## Chicago Procurement Connections Forum

The Mid-West Chapter of USPAACC hosted a Procurement Connections Forum at the Hyatt Lodge at McDonald’s Campus in Oakbrook, Illinois on Sept. 21. The event was specifically designed for Supplier Diversity managers and buyers from major Corporations and Government Agencies to meet and educate minority-owned businesses, who want to do business with them. Sponsors for this event were CNA Insurance, Hyatt Hotels Corporation, McDonald’s and Swaggar Foods. Participants gained insight from CNA Insurance’s Enterprise Procurement Group on IT sourcing and

a panel on “Banking Relationship—Practical Tips for Small Businesses” from the CEO of All American Bank. At the networking session that capped the day, Asian American entrepreneurs connected with the participating Corporate and Government buyers.

## Southern California Procurement Conference

Southern California held its Procurement Connections conference in Los Angeles at the Omni Shoreham hotel on Oct. 14. The prestigious list of attendees included Boeing, Citibank, Nestle USA, US Department of the Interior and the Walt Disney Company. The roster of speakers was likewise impressive. It included top officials from the Institute for Innovation, Integration & Impact, Nogales



*USPAACC Midwest Chapter President Varghese Chacko (left) with conference participants*

Investors, LLC, the Walt Disney Company, Hilton Hotels Corporation, Small Business Air Force Space and Missile Systems Center, Office of Small Business Utilization, the US General Services Administration, the U.S. Department of the Interior and Axiom International. This Procurement Connections conference by the USPAACC Southern California chapter featured a full-day event with a panel, a luncheon sponsored by Citibank-West and roundtables. ●

*(CelebrAsian 2006 from Page 3)*

ancestry.

Chicago is a business-friendly town. Its hotel and convention facilities are first-rate. It has a transportation hub for air, rail and car. The Chicago Convention and Tourism Bureau enjoys a reputation as a partner in successful conferences, exhibitions, trade expos and other major events.

Chicago is also a premier destination for people who want to do business. A total of 13.7 million people travel to Chicago on business every year – more than any other U.S. destination. A “fun” city, too, Chicago is a major tourist destination. ●

*(Trade Mission from Page 9)*

HK, Tang Dong International Media Group, China Ethnic News and China Business News.

In Yunan, their hosts also treated members of the delegation to a sight-seeing tour of Lijiang, known as modern-day Shangri-la, a paradise with its clean, fresh air. There, officials brought them to Jade Dragon Mountain with police escorts.

Delegation members successfully went up to 14,780-foot of Snow Mountain, and posed for a souvenir photograph. Snow Mountain is the nearest mountain to the equator in the northern hemisphere.

Back in the U.S., Allen, a member of the International Franchise Association Diversity Council based in Wash-

ington, D.C, the nation’s capital, said she would pursue the expansion potentials for USPAACC members.

She will also continue to provide leadership in developing mutually beneficial relationships strengthened during the China trade mission. She plans to be back in China in 2006 to speak at business conferences in Beijing and Nanjing.

The delegation was excited to learn that, just like in the U.S., small businesses are also driving the economic engine in China.

The decision to organize a trade mission to China was made at a USPAACC Presidents’ retreat in Orlando, Florida in December 2004. A similar trade mission is also being planned for India, Allen said. ●





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## Membership Application

Send completed application to

USPAACC 1329 18th Street NW, Washington, DC 20036

Telephone 1.800.696.7818 | 202.296.5221 | Fax 202.296.5225

E-mail: [administrator@uspaacc.com](mailto:administrator@uspaacc.com) | Website: [www.uspaacc.com](http://www.uspaacc.com)

Annual dues are pro-rated.

☐ Yes, I/We would like to become a member of the US Pan Asian American Chamber of Commerce.

☐ Enclosed is \$10,000 for annual Corporate Gold membership.

☐ Enclosed is \$5,000 for annual Corporate membership.

☐ Enclosed is \$2,500 for Government/Non-profit membership.

☐ Enclosed is \$300 for annual Individual membership and application for certification.

☐ Enclosed is \$250 for annual Individual membership.

☐ Enclosed is \$10 for annual Student membership.

☐ Yes, I/We would like to make a contribution in the amount of \$ \_\_\_\_\_ to the Asian American Scholarship Fund.

Contributions are tax-deductible under IRS Code 501(c)(3).

☐ Yes, send me/us information on the Asian American Suppliers Council (AASC).

Name of Company/Individual

Name and Title of Corporate Officer

Street/P.O. Box Number

City/State/ZIP

Phone

Fax

E-mail

Website Address

Signature of Individual/Corporate Officer

## USPAACC: Your Connection to Economic Growth

### Why Become Involved with USPAACC

**Procurement Connections.** We present issues of importance to Asian Americans, and to those who want to do business with Asian Americans and in Asia. Our Procurement Connections, a forum where these issues are discussed, also offer opportunities to meet with corporate and government procurement representatives. Topics covered include Technology Transfer, Race Relations, Asian Americans and Political Fund Raising, How to Market to Asian Americans, and How to Market to Corporations and Government.

**USPAACC means business.** We represent Asian and non-Asian American businesses and professionals. Companies that join us and become involved in our programs reap profits. In just one business luncheon session, the RTC, with the assistance of a local banking member, pulled in over \$1 million in new business.

**Asian American Suppliers Council (AASC) and Certification.** We certify Asian American-owned business, and provide a unique one-stop shop for corporate America, government agencies, and Asian American businesses to nurture and develop mutually beneficial business relationships. Asian American suppliers join AASC to increase their contacts and sales. Corporate and government purchasers join AASC to diversify their supplier base.

**Diversity Seminar.** In partnership with major corporations and government agencies, we produce educational seminars for executives and managers on the dynamics of living, working and doing business in a multi-cultural and multi-ethnic environment, America.

**Get to know the Asian American community better.** Reach Asian American organiza-

tions all over the United States. Our *National Directory of Asian American Organizations & Resource Guide* is the only one of its kind. Organizations and professionals affiliated with USPAACC receive our newsletter, *East West Report*.

**Reach outstanding employees.** We perform specialized and tailored searches for corporate diversity recruitment outreach projects.

**Bridge the cultural gap when doing business in Pacific Rim countries.** The World Bank estimated that Asia would account for half the expansion in global trade. We have unique trade liaisons with China, Hong Kong, Korea, Taiwan, Japan, India, the Philippines and Pakistan that help our members achieve their objectives with a high degree of trust and security. 🌐



**US Pan Asian American  
Chamber of Commerce**

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