



US PAN ASIAN AMERICAN
CHAMBER OF COMMERCE
EDUCATION FOUNDATION

1329 18th Street, NW, Washington, DC 20036
Tel: (202) 296-5221 • 800-696-7818 • Fax: (202) 296-5225
info@uspaacc.com • www.uspaacc.com

Regional Chapters: California • Texas • New York • Georgia • Illinois • MD-VA-Washington, DC



US PAN ASIAN AMERICAN
CHAMBER OF COMMERCE
EDUCATION FOUNDATION

SEPTEMBER 4-14, 2013

THE ULTIMATE SOLUTION TO THE RIGHT CONNECTIONS

ASIA TRADE MISSION 2013 BRIEFING BOOK

THE GLOBAL IMPACT OF US-CHINA COOPERATION & COMPETITION

WESTERN REGION

275 5th Street
San Francisco, California 94103
Tel: 925-463-7301 ext. 103
www.uspaacc-west.com

MIDWEST

24151 High Knob Road, Suite G
Chicago, IL 60007

Tel: 847-364-3600
www.uspaacc-midwest.org

SOUTHWEST

202 East Border St., Suite 143-144
Arlington, Texas 76010
Tel: 817-874-3195
www.uspaacc-sw.org

SOUTHEAST

3601 Peachtree Industrial Blvd., Suite 110
Duluth, GA 30097
Tel: 678-336-1871
http://www.uspaacc-se.com

NORTHEAST

100 Park Avenue, Suite 1600
New York, New York 10017
Tel: (866) 484-7001
Fax: (516) 932-3760
http://www.uspaacc-ne.org

NEW ENGLAND

250 Governor Street
E. Hartford, CT 06108

NATIONAL CAPITAL AREA

1329 18th Street, NW
Washington, DC 20036
Tel: 202-296-5221
Fax: 202-296-5225
www.uspaacc.com

WWW.USPAACC.COM

TIANJIN - CHENGDU - SHANGHAI

ABOUT
USPAACC

AN ADVOCATE FOR
ECONOMIC GROWTH
CELEBRATES 28 YEARS OF
EXCELLENCE

The US Pan Asian American Chamber of Commerce Education Foundation (USPAACC) was formed in 1984 as a national, non-profit organization representing all Asian Americans and Asian American-related groups in business. USPAACC promotes, nurtures and propels 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 small and minority business communities in the United States and Asia. For 28 years, USPAACC has served and will continue to serve as the gateway to corporate and government contracts, Asian American and minority business suppliers, information about Asian Americans and the dynamic Asia market.

WHY BECOME
INVOLVED WITH
USPAACC



NATIONWIDE PRESENCE

Reach over 15,000 Asian-American owned businesses through our Regional Chapters in California, Texas, Georgia, Illinois, New York, Connecticut and the Maryland-Virginia-Washington, DC National Capital Region.

LEGISLATIVE BRIEFINGS

Meet and discuss with Federal law-makers, issues that impact your business such as Tax, Immigration and Labor laws and regulations.

ASIAN AMERICAN SUPPLIERS COUNCIL (AASC)

Develop mutually beneficial business relationships in our one-stop shop with Corporate America, Federal, State, and Local Government agencies, Asian American and other small and minority-owned businesses..

USPAACC E-PORTAL

Connect with innovative, resourceful, and cost-effective Asian American suppliers, and market to Corporate and Government buyers through this dynamic electronic database.

PROCUREMENT CONNECTIONS

Increase your business profits through these high-level networking events held throughout the country, especially the annual national CelebAsian Procurement Conference.

CELEBRASIAN!

Participate in the largest annual national Asian American Procurement Opportunity Conference and the only business conference designed for the Asian American community in June.

Our annual “Fast 50 Asian American Businesses” program puts the spotlight on the outstanding achievements of Asian American-owned businesses, showcase their continued robust growth despite economic tough times – as testament to the enduring quality of the Asian American business community who, through innovation, hard work and ingenuity, remain at the forefront engines of growth in our national economy.

Our Excellence Awards and Most Influential Asian Americans publications present, since 1988, the best and brightest Asian Americans in Business, Education, Science & Technology, the Arts, Sports, Public and Community Services.

GUANXI** SUPPLIER OPPORTUNITY FAIR

Find valuable contract opportunities in pre-scheduled quality “one-on-one” business matchmaking meetings with buyers from Corporations and the Federal, State, and Local Government, and meet Asian American and other minority suppliers. **Guanxi is a commonly used business term meaning “connections” or “relationships.”

SUPPLIER DIVERSITY MANAGERS & BUYERS CAUCUS – BREAK BUSINESS CULTURAL BARRIERS

We are our own culture. Supplier Diversity Managers and Buyers address cultural challenges they face in negotiating, doing business, and partnering with diverse Asian Americans entrepreneurs.

WOMAN PIONEERS SUMMIT

Outstanding woman pathfinders in Corporations, Government and small businesses share their personal experiences, trials, tribulations, and precious lessons learned on their journey to the top. A motivational experience—up close and personal—you will remember for a long time!

ASIA TRADE MISSIONS

Since 2005, USPAACC leads annual trade missions to the dynamic Asia-Pacific market - designed to extend friendship, establish strategic connections, strengthen existing relations, promote American products and services, explore opportunities for joint ventures, and source potential suppliers.

INTERNATIONAL CEO FORUM

Chief Procurement Officers of U.S. Corporations, CEOs of U.S. small-, medium- and large-sized companies, and some from China, India and other Asia-Pacific countries discuss procurement trends, alliances and joint venture opportunities on both sides of the Pacific.

Reach out to Asian Americans in various professions through our National Directory of Asian American Business & Research Guide, the E-News, and our newsletter, the East West Report. And more!

THE ULTIMATE
SOLUTION TO THE RIGHT
CONNECTIONS



Dear Friends,

The US Pan Asian American Chamber of Commerce Education Foundation (USPAACC) once again embarks on an auspicious journey, an 8th annual journey to China – the world’s second-largest economy with a vibrant and promising market for American businesses.

This year, our Asia Trade Mission (ATM) will take us to Tianjin, Chengdu and Shanghai. We will re-connect with old friends, meet new partners, strengthen existing business connections with those we met since our ATM began in 2005, and build new ones.

We have chosen these destinations for their spectacular growth and increasing importance in today’s global economy. We have a long-standing commitment to the Asia-Pacific region because of our unique link to this dynamic market: our members enjoy strong business, cultural and familial ties to this region. We look alike, we speak their language, and we understand how things work in this part of the world.

That is why USPAACC is your strongest ally and bridge to expand your business in Asia.

The strong argument for our ATM is the significant and latest revealing report by Standard & Poor’s (S&P): China is expected to overtake the U.S. to become the world’s largest consumer market in the next five years.

S&P reports that total retail sales of consumer goods in China grew 14.3 percent to about \$3.29 trillion last year, compared with \$4.35 trillion in the more mature U.S. market. This is key to U.S.-based companies that want to refine their growth strategies by looking outside of the domestic market and into China for growth opportunities.

Many have said that the U.S. has a stake in China’s success, and China has a stake in the success of the U.S. We believe this to be true and consequential, especially with a healthy dose of competition, as this can be an impetus to innovation and growth.

With this in mind, we will help you maximize advantage by partnering with businesses in China. This will form economic synergy – a healthy collaboration – that will offer the U.S. sizable economic interests, create more jobs, which in turn will benefit the entire world.

By enhancing cooperation and deepening mutual trust based on a constructive and healthy relationship, it will be both fundamental to the interests and survival of both - and vital for the whole world, for we are all now inextricably linked.

To our ATM delegates, we wish you a successful and enriching journey, and to your business partners – new and old – continued abundance and prosperity!

In friendship,
Susan Au Allen



SUSAN AU ALLEN, ESQ.
NATIONAL PRESIDENT & CEO

US PAN ASIAN AMERICAN
CHAMBER OF COMMERCE
EDUCATION FOUNDATION

Companies we visited and who visited
with us in previous trade missions
in Taiwan, China and India include
General Motors/Wuling and Hisense in
Qingdao; Honeywell and Haisheng in
Xi’an; Tech-Long in Guangzhou; Sidel
and Rockwell Automation in Shanghai;
Heat and Control in Nanjing; HP in
Chongqing; General Mills, Wal*Mart,
Federal Express, SIPA, Hisense, ICG
Commerce, Microsoft, General Electric,
Dase-Sing, ConAgra Foods and
Alibaba.com.



**WELCOME MESSAGE FROM THE
HONORABLE GARY LOCKE, UNITED STATES
AMBASSADOR TO CHINA**



**EMBASSY OF THE
UNITED STATES OF AMERICA**
Beijing, China

AMBASSADOR

On behalf of the U.S. Mission in China, I would like to extend a warm welcome to members of the Asia Trade Mission 2013 Delegation to China, sponsored by the U.S. Pan Asian American Chamber of Commerce Education Foundation.

China is a great place for Americans to do business. With an expanding middle class and rapid urbanization, China is a key market for U.S. businesses of all sizes in all industries. China continues to buy, build, and upgrade at an increasingly fast pace throughout the country. As the Chinese economy continues to grow, China will undeniably continue to offer great opportunities for U.S. exporters.

We are excited to see organizations like USPAACC bringing U.S. businesses to China. Since the USPAACC Education Foundation first began its trade missions to Asia in 2005, its members have developed new business relationships, built friendships, exchanged ideas with their Chinese counterparts, and created jobs in America.

I wish success to this year's mission members.

Sincerely,


Gary Locke



GARY LOCKE
UNITED STATES AMBASSADOR TO CHINA

**WELCOME MESSAGE FROM THE HONORABLE
PETER HAYMOND, CONSUL GENERAL, U.S.
CONSULATE GENERAL, CHENGDU**



CONSULATE GENERAL OF THE
UNITED STATES OF AMERICA

August 20, 2013

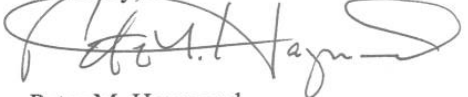
On behalf of the American Consulate General in Chengdu, it is my great pleasure to welcome USPAACC Education Foundation's Asia Trade Mission 2013 to China. This mission provides an important commercial opportunity for the participating companies and for their prospective partners in China.

USPAACC has played an integral role in bridging the Asian business communities across the Pacific Ocean. I am impressed by the diversity of the companies on this mission, in terms of size and industries, and pleased that they understand the market opportunities in Chengdu, one of the fastest-growing local economies in China. Through stronger trade and investment ties to China, these companies can help create economic opportunity and good jobs in America. At the same time, they can also help Chengdu and other cities throughout China grow their own economies.

The American Consulate in Chengdu is eager to help the mission participants and other U.S. companies expand their business in, and promote U.S. exports to, Chengdu and other markets in Southwest China.

Judging by USPAACC's past achievements in promoting U.S.-China trade, I am sure your visit to Chengdu will be highly successful.

Sincerely,


Peter M. Haymond
Consul General
U.S. Consulate General
Chengdu, China



PETER HAYMOND,
CONSUL GENERAL, U.S. CONSULATE GENERAL, CHENGDU

WELCOME MESSAGES FROM
ASIA TRADE MISSION SPONSORS



Nereida Perez
Vice President, Diversity & Inclusion
800-E Beaty Street
Davidson, NC 28037 USA
Tel (704) 655-4000
www.ingersollrand.com

September 4, 2013

Ingersoll Rand welcomes you to the 2013 U.S. Pan Asian American Chamber of Commerce's (USPAACC) Education Foundation Trade Mission to Asia.

Ingersoll Rand designs, manufactures, markets, and services a diverse portfolio of industrial and commercial products throughout the world. Currently 14 percent of our revenue comes from our growing presence in Asia. As part of our business commitment, the company has manufacturing and major distribution operations in China, Europe, India, the United States, and many other countries employing more than 46,000 people.

We know that an inclusive supply base creates competition in the supply chain, drives innovation and enables local communities to thrive economically. We firmly believe that trade missions such as this one, combined with open, continuous, multinational communication about the globalization of trade offers a positive economic benefit for all.

As one of the three enterprise strategies our efforts on Diversity & Inclusion, along with Growth through Innovation and Operational Excellence, is one of Ingersoll Rand's drivers for success. A key focus of our Diversity & Inclusion efforts is our commitment to supplier diversity. As a result, it is an honor to serve as a host and participant in this year's trade mission.

We, at Ingersoll Rand, want to wish you much prosperity and success with your business goals and objectives.

Sincerely,

Ingersoll Rand
Nereida (Neddy) Perez
Vice President
Global Diversity & Inclusion



INGERSOLL RAND
NEDDY PEREZ

August 15, 2013



Dear Delegates,

MSL Express is again pleased to be the Transportation Sponsor for Asia Trade Mission 2013 held by US Pan Asian American Chamber of Commerce Education Foundation (USPAACC).

Since 2008, MSL Express has participated in all the USPAACC trade missions. We have enjoyed every single one of them, not only the business opportunity we have seen and received but also the network that has helped us build friendship among delegates. The value is immeasurable!

Congratulations to USPAACC on yet another successful trade mission. Welcome on Board!

Chester Tong

Founder and President
MSL Express, Inc.



CHESTER TONG
MSL EXPRESS, INC

USPAACC IN ACTION



Office Max Chief Executive Officer Ravi Saligram with Susan Au Allen, USPAACC National President & CEO at the 2012 Excellence Awards Gala Dinner in Bethesda, Maryland



The late Senator Daniel Inouye received USPAACC delegates in his office of the President Pro Temp in the United States Capitol.



USPAACC National President & CEO Susan Au Allen at the New York Stock Exchange Bell-Ringing Ceremony.



USPAACC Susan Au Allen with Chief Procurement Officers from AARP, American Red Cross, Aramark, AT&T, Comcast/NBCUniversal, ConAgra Foods, The Coca-Cola Company and Marriott International at CelebrAsian 2012 Procurement Opportunity Conference.



PepsiCo Chief Procurement Officer Grace Puma, Olympic Gold Medalist for Speed-skating Apolo Ohno and USPAACC's Susan Allen and members at 2011 Excellence Awards Dinner, Biltmore Millennium Hotel, Los Angeles, California.



USPAACC held the First Asian American Corporate Directors Awards recognizing Asian Americans serving on Fortune 500 Corporation Boards, Marriott Bethesda North Hotel & Conference Center, Maryland, June 2012 .



At the U.S. Capitol Steps before meetings with members of the United States Senate and House of Representatives to discuss equal opportunities for Asian American businesses, May 2010, USPAACC members representing 15 states posed for photo op.



USPAACC presented the Fast 50 Asian American Businesses at the CelebrAsian 2013 Procurement Opportunity Conference in Orange County, California, June 2013.



PepsiCo Chairman and CEO of PepsiCo Indra Nooyi, USPAACC National President & CEO Susan Au Allen and USPAACC leadership celebrating its 25th Birthday at the Excellence Awards Gala in Washington, DC, May 2010.

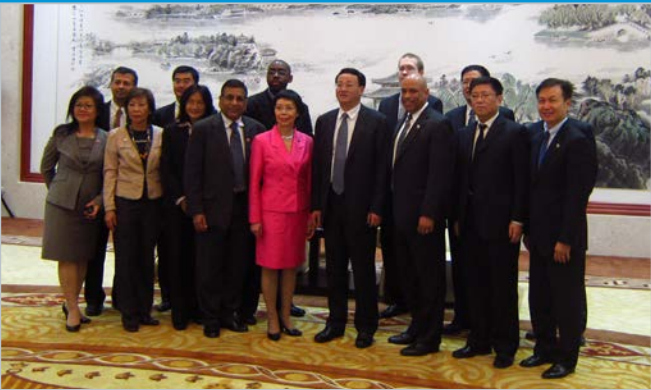


Sixteen high school students from 8 states received college scholarships at USPAAC's 2012 CelebrAsian Procurement Opportunity Conference at the Hyatt Regency Orange County, California, June 2013.

USPAACC ASIA TRADE MISSION 2012



USPAACC Asia Trade Mission delegates visiting General Motors & Wuling Joint Venture Auto Manufacture plant in Qingdao, China



Vice Mayor Mr. Huang Hai Qing of X'ian, an ancient city in China, hosting Mission delegates.



Hisense, the biggest white goods and electronics manufacturer, welcomed 2012 delegates to their plant in Qingdao, China.



At the CEO Forum in Xi'an, China.



Chief Minister of Andhra Pradesh hosting USPAACC delegation in Hyderabad, India.

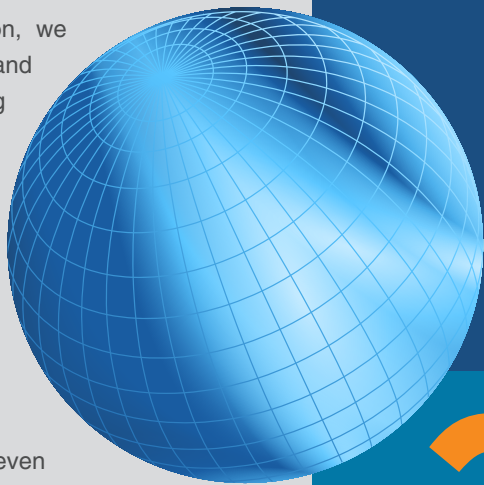


Indo-American Chamber of Commerce hosted Breakfast for delegates with special guest American Consul General Katherine Dhanani in Hyderabad, India.

OUR MISSION

The US Pan Asian American Chamber of Commerce Education Foundation (USPAACC) is steadfastly committed to effecting robust international business growth for our delegates through our annual Asia Trade Missions. Since 2005, USPAACC has been creating the right platform for economic growth and access to business opportunities for our delegates, by showcasing U.S.-based products and services to the international community, particularly in the dynamic and burgeoning markets in Asia.

To ensure the success of every Trade Mission, we provide our delegates with substantive knowledge and strategies for exploring, entering and expanding their business in the region. Our delegates form strategic partnerships – a crucial component in this part of the world – to make inroads into a new level of business relationship. Our delegates are also provided with market briefings and have exclusive meetings with high government officials, key decision-makers, and prospective sector partners during pre-scheduled and tailored business matchmaking events. USPAACC’s Asia Trade Missions in the last seven years have concentrated on the fast-growing markets in China, Taiwan and India. This year, our Trade Mission will return to China. We will visit Tinajin, Chengdu and Shanghai, and will be guided by the theme “The Global Impact of US-China Cooperation & Competition”.



ASIA TRADE MISSION 2013

OUR DESTINATIONS

TIANJIN, CHINA



(a division of China Communications Construction Company, Ltd.) and other Fortune Corporations will speak at the CEO Forum. Delegates will visit BinHai New Area selected by former Chinese President Hu

Tianjin has become a hub of advanced industry and financial activity. Since the mid-19th century, Tianjin has been a major seaport and a gateway

to the Chinese capital of Beijing for foreign countries. Tianjin’s GDP reached 1.12 trillion Yuan in 2011, an increase of 16.4 percent over 2010. Tianjin is transforming into a hub city for international shipping and logistics, modern manufacturing and research and development. Tianjin pillar industries comprise of electronic information technology, automotive, bio-tech and pharmaceuticals, metallurgy and petrochemicals industries. The new coastal area, consisting of Tianjin Port, Tianjin Economic and Technology Development Area and Tianjin Bonded area, has attracted numerous world-famous businesses like Motorola, Toyota and Samsung. Globalization and opening up of the economy to the rest of the world have brought about remarkable benefits to Tianjin’s economic growth.

Executives from Motorola Mobility, CCCC International Shipping Corp.



Jintao as a strategic economic zone to develop hi-tech industry. International brands such as Microsoft, Samsung, Siemens, Tata, Toyota, and Beaufour IPSEN Pharma have significant presence in BinHai. We will tour the plants for Telecommunications, Computer Engineering, Medical Equipment & Supplies, Energy Products, and Machinery Manufacturing in the BinHai Hi-Tech Industrial Park.

CHENGDU, CHINA



investment environment in inland China”. Delegates will meet new business partners and establish connections in a market where relationship is paramount to business success. We will visit manufacturing sites, including an exclusive tour of Coca-Cola and IBM plants, meet and interact with corporate executives such as Joseph Ma, VP of GE China, GM of China Innovation Center and GM of GE SW China Region, who will speak at the CEO forum.

Chengdu is one of the most important economic, transportation, and communications centers in Western China. According to the 2007 Public Appraisal for Best Chinese Cities for Investment, Chengdu was chosen as one of the top ten cities to invest in out of a total of 280 urban centers in China. It was recently named China’s 4th most livable city by China Daily. China’s state council has designated Chengdu as the country’s western center of logistics, commerce, finance, science and technology, as well as a hub of transportation and communication. It is also an important base for manufacturing and agriculture. Chengdu is becoming one of the favorite cities for investment in Western China.

Chengdu’s GDP reached \$130 billion in 2012, while its market covers all of Sichuan province, exerting influence over 250 million people in 6 provinces, cities, and districts. According to the World Bank’s 2007 survey report on global investment environments, Chengdu was declared “a benchmark city for



Shanghai is the largest city by population (over 23 million, 2010) in China. It is a global city in commerce, finance, technology, transport, tourism, etc. It is also the busiest container port in the world. As one of the fastest developing cities in the world, it is ranked fifth in the 2011 Edition of the Global Financial Centers Index published by the City of London. Located in the Yangtze River Delta in East China, Shanghai sits at the mouth of the Yangtze River in the middle portion of the Chinese coast. The municipality borders the provinces of Jiangsu and Zhejiang to the north, south and west, and is bounded to the east by the East China Sea. For centuries a major administrative, shipping, and trading town, Shanghai grew in importance in the 19th century due to European recognition of its favorable port location and economic potential. The city was one of several opened to foreign trade following the British victory over China in the First Opium War and the subsequent 1842 Treaty of Nanking which allowed the establishment of the

Shanghai International Settlement. The city then flourished as a center of commerce between east and west, and became the undisputed financial hub of the Asia Pacific in the 1930s. However, with the Communist Party takeover of the mainland in 1949, trade was reoriented to focus on socialist countries, and the city’s global influence declined. In the 1990s, the economic reforms introduced by Deng Xiaoping resulted in an intense re-development of the city, aiding the return of finance and foreign investment to the city.

SHANGHAI , CHINA



CHINESE BUSINESS ETIQUETTE



CUSTOMARY GREETINGS

In the Chinese business environments, it is customary to address a person using his or her family name only, such as “Mr. Chen” or “Ms. Luong.”



For business purposes, it is traditionally acceptable to call a Chinese person by their surname, together with a title, such as “Director Chen” or “Chairman Li.” Avoid using someone’s given name unless you have known him or her for a long period of time.

The Chinese way of greeting is a nod or a slight bow. Handshakes are also acceptable and popular. However, a soft handshake

and a lack of eye contact do not necessarily indicate timidity; it only implies that the person is not accustomed to the firm hand-shakes commonly used in the West.

BUSINESS MEETINGS

Acknowledge the most senior person in a group first. For the Chinese, it is assumed that the first person who enters the room is the head of the group.

Important guests are usually escorted to their seats. If the meeting room has a large central table, the principal guest is likely to be seated directly opposite the principal host.

Business cards should always be exchanged individually (one-on-one). Hold out your card using both hands, with the writing facing the recipient. Never toss or “deal” your business card across the table, as this is considered extremely rude. Receive a business card with both hands and scan it immediately for vital information. Then lay the card in front of you on the table. It is demeaning to put someone’s card directly into your pocket without looking at it first. It is also recommended that you put the card in the breast pocket (close to the heart) and not on your trouser’s back pocket.

Meetings begin with small talk. Resist the temptation to get down to business right away. Also, avoid telling jokes as these sometimes do not translate across cultures and could lead to confusion. A business conversation can simply end by saying “Thank you, I appreciate everything and I look forward to our further cooperation...”

SOCIAL EVENTS

At a formal banquet, be prepared to give a brief and friendly speech in response to the host’s speech. When invited to dinner, it is considered to be proper etiquette to sample every dish served. Always leave something on your plate at the end of the meal, or your host might think that you are still hungry.

In conversations, avoid talking politics or religion. Good topics: Chinese food, sports or places one should visit.

OTHER USEFUL TIPS

As a health precaution, it is advisable for international visitors to drink bottled water, even in hotels and restaurants.

Bring basic medications and your own prescription medicine.

Use the local currency; not all businesses take credit cards.

Tipping is quickly gaining acceptance in the region, although it is not widely encouraged. It is suggested at \$5 per person, per day, as tips for all the tour leaders, national and local guides; \$1 for the hotel bell-hop; and 5-10% of the fare for taxi drivers.

THE POWER OF GUANXI

Guanxi (guan-shee) is perhaps the single most important concept to understand as you prepare to do business in most parts of Asia and with Chinese companies. This simple word means “connection” or “relationship” and sometimes as “network” or “sphere of influence,” capturing the idea of reciprocity and mutual obligation.

In today’s Chinese business world, guanxi is recognized as essential to doing business and to getting along harmoniously. For example, the Chinese prefer to deal with people they know and trust. On the surface, this may not seem to be much different from doing business elsewhere. But this implies that companies have to make themselves known to the Chinese before any business can take place. Guanxi ensures that a business will be successful, and that the inevitable risks and barriers encountered along the way will be minimized with the right guanxi network in place.

Trustworthiness of both the company and individual is an important component in the practice of guanxi. Following through on promises is a good indication of this practice. Treating others with courtesy, frequent contact, being dependable and reliable will also foster better relations. Just like being old friends, you can count on each other—in good and challenging times.

USEFUL CHINESE PHRASES

Learning a few words and phrases in Chinese is a good icebreaker and shows an interest in your host’s language and culture

	CHINESE
Hello	nee hao (nee how)
How are you?	nee hao ma? (nee how mah?)
Thank you	xie xie (shay shay)
You’re welcome	bie ke qi (byeh kuh sheh)
Cheers! (toast)	gan pei (kam pai)
Goodbye	zai jian (zah-ee jee-eh)

ASIA TRADE MISSION 2013 ITINERARY

SEPTEMBER 4 - 14, 2013



USPAACC ASIA TRADE MISSION DELEGATES



Susan Au Allen came to the United States from Hong Kong on an invitation from the White House in recognition of her volunteer work for people with disabilities. She received her Juris Doctor from the Antioch School of Law and LL.M. in International Law from Georgetown University. During her 17 years with Paul Shearman Allen & Associates of Washington, DC and Hong Kong, she became nationally recognized for her work on immigration, international trade and investment.

In 1984, Susan founded the US Pan Asian American Chamber of Education Foundation (USPAACC) with a group of business and civic leaders in Washington, DC and California, to bring the diverse Pan Asian American business and professional people together as one unified voice in business, commerce and trade. In 2001, she won two Federal cases for her clients, took sabbatical leave from her law practice, and became USPAACC National President & CEO.

Long an effective advocate for small businesses on Capitol Hill, the White House, government, corporate America and the media, Susan achieved a new level of influence when President George H.W. Bush appointed her to the Council of the Administrative Conference of the United States where she served from 1991 to 1996.

Susan is a frequent guest at the White House and Congressional events that address issues affecting America's small, minority and women business communities. Her participation in these forums plays an important role in shaping the national agenda on the economy.

She is frequently approached by the media to comment on small and Asian American businesses, US-Asia commerce and trade, and Asian American women executives, entrepreneurs, and professionals.

Susan analogizes USPAACC as the acorn that has grown into an Oak Tree since its founding 28 years ago, with strong roots and wide branches extending to thousands of small and

Asian American businesses and professionals across the country. She is proud of USPAACC's ability to connect business to business, open doors to contract, educational and professional opportunities for Asian Americans which is the fastest-growing group with the highest business growth in the United States, and substantial social and economic connections to the dynamic Asian Pacific region, the world's fastest-growing economic bloc.

Once an immigrant, she knows the obstacles that must be overcome to achieve the American Dream, and she has dedicated her life to help entrepreneurs to pursue their Dream - develop, grow and build a successful business.

Susan is a member of Pfizer's Small Business Advisory Council; Diversity Council of the American Hotel & Lodging Association, International Franchise Association and American Red Cross; National Association of Women Business Owners National Advisory Council; and the Kennedy Center Community Board.

She has served on the President's Council on the 21st Century Workforce Committee on the Future of the Workplace; the Small Business Advisory Committee of the U.S. Department of Energy and U.S. General Services Administration; U.S. Marine Transportation System National Advisory Council; U.S. Small Business Administration National Women's Business Council; NASA's Minority Business Resource Advisory Committee; Women Small Business Summits National Advisory Board; Washington Board of Trade Board of Trustees for The Washington Initiative; Diversity Council of Time Warner, Wyndham International, Premier Automotive Group (Aston Martin, Jaguar, Volvo and Landrover); Board of Directors of the Virginia Small Business Finance Authority; Diversity Boards of AMTRAK and the U.S. Marine Corps; Commissioner of the Minority Business Opportunity Commission of the District of Columbia; and the Board of Trustees of Excelsior College in New York.

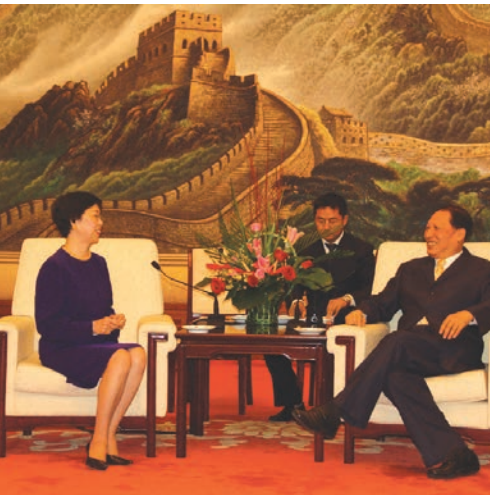
She has contributed op-ed articles to USA Today, The Washington Times, The Baltimore

Sun, Asian Week, and Asian Fortune, and appeared as a commentator on C-Span, CNN, CNBC, ABC, Fox News, The News Hour, To the Contrary, This is America, and The Editor.

Susan was named Women Worth Watching by Profiles in Diversity Journal in 2013; America's Top Diversity Advocates together with President Clinton, President Carter, and Oprah Winfrey by DiversityBusiness.com in 2007; and one of 50 Most Influential Asian Americans by A-Magazine in 1994.

Among Susan's awards are the Urban Wheels Lifetime Achievement Award (2010), DiversityBusiness.com Top Diversity Advocates (2007), Minority Business Hall of Fame (2005), National Association of Minority Automobile Dealers' Diversity Advocacy Award (2006), NASA Special Recognition Award for Extraordinary Efforts in Promoting Small Business Programs Nationally and Internationally (2002), AT&T Spectrum Award for Advocacy for Minority Business Opportunity (2001), and Skirt in Power Award from the District of Columbia Chamber of Commerce (1992).

Susan speaks (Cantonese and Mandarin) and writes Chinese fluently. Married with two sons, she lives in McLean, Virginia.



September 3, Tuesday Depart from U.S. for Tianjin, China

TIANJIN

September 4, Wednesday Delegates meet in Tianjin
Check in at St. Regis Hotel Tianjin
Welcome Dinner hosted by USPAACC

September 5, Thursday Breakfast at the hotel
Plant tours in Binhai New Area
Luncheon
City Tour & Dinner/Boat Ride on the Hai River

September 6, Friday Breakfast at the hotel
International CEO Forum
Matchmaking Rounds
Business Leadership Luncheon
City Tour (Tianjin Museum, Food Street)
Official Dinner

September 7, Saturday Breakfast at the hotel
Flight to Chengdu

CHENGDU

September 7, Saturday Arrival in Chengdu
Check in at the Holiday Inn Oriental Plaza
Free time
Dinner

September 8, Sunday Breakfast at the hotel
City Tour (The Base of Giant Panda Breeding, Wuhou Temple, Jinli Old Street) & Luncheon
Dinner

September 9, Monday Breakfast at the hotel
International CEO Forum
Matchmaking Rounds
Business Leadership Luncheon
Plant tour at IBM
Official Dinner

September 10, Tuesday Breakfast at the hotel
Plant tour at The Coca-Cola Company
Flight to Shanghai

SHANGHAI

September 10, Tuesday Arrival in Shanghai
Check in at the Sheraton Hongqiao Hotel & Free Time
Reception

September 11, Wednesday Breakfast at the hotel
Visit to Ingersoll Rand Headquarters
Meeting with Ingersoll Rand's China President
Luncheon
Plant Tour at Ingersoll Rand
Dinner hosted by Ingersoll Rand

September 12, Thursday Breakfast at the hotel
International CEO Forum hosted by Ingersoll Rand
Matchmaking Rounds
Business Leadership Luncheon hosted by Ingersoll Rand
Plant Tour at Rockwell Collins-China Eastern Airlines Joint Venture
Official Dinner

September 13, Friday Breakfast at the hotel
Visit to AmCham Shanghai office
Plant Tour at Cisco Headquarters and R&D Center
Luncheon
City Tour (Shanghai Museum, Yuyuan Garden, The Bund and Huangpu River)
Farewell Dinner

September 14, Saturday Breakfast at the hotel
Delegates finish the trade mission

U.S. DELEGATES ON ASIA TRADE MISSION



ZAN NG
Owner & Founder
Admerasia
New York, New York



Admerasia, Inc. is an award winning advertising agency that provides integrated marketing solutions to Fortune 500 companies looking to target the ethnic market. Services include advertising, 360 degree media communication planning, public relations, event management, interactive online, proprietary database, media buying, promotions, research management. The agency was founded in 1993 and is based in New York City.



SHAWN MAK
President
H. Saga International Co., Ltd.
Diamond Bar, California



H Saga International (USA) Inc, is an international supply chain company that provides tailored solutions to meet individual customer's international requirements.

We help our customers gain competitive advantages by providing international vendor compliance, raw material sourcing, factory sourcing, and manufacture ring control services. H Saga also provides administrative offshoring, virtual office, supply chain financing, and logistics services to provide our customers a scalable platform for their international strategy.



KENNETH CHOI
Chief Operation Officer
I.L. Creations
Rockville, Maryland



I.L. Creations is the largest General Services Administration food contractor in the Washington, D.C. metro region. Some of the locations include the following: The White House, The Department of State, The Department of Justice, The Department of Energy, The Department of Commerce, Internal Revenue Service, The US Department of Agriculture, Library of Congress, Drug Enforcement Administration, NASA Goddard and The American Red Cross. We serve both Asian and Western cuisine in our hot and cold food bars, prepared from scratch with locally procured ingredients. I.L. Creations prides itself on providing first-class, quality food, courteous service and a commitment to socially responsible practices. We believe great food is created by selecting the best ingredients, utilizing healthy cooking methods, and preparing food daily on-site.



TARUN TALWAR
President & CEO
Mindspan Systems, Inc.
Duluth, Georgia



Mindspan Systems is an IT solutions firm catalyzing the growth and success of businesses across United States. It provides world class solutions and consulting services in the areas of software product development, interactive kiosk solutions, data warehousing and business intelligence. Mindspan strives to excel in all it undertakes and seeks to be distinguished by competence, professionalism and integrity. Combining cutting-edge technologies with agility and process maturity, Mindspan has an impeccable track record of highly satisfied client organizations, some of them the largest in the world in their respective industries. At Mindspan we believe our purpose is to enable our clients' growth through effective technology solutions. Commitment to and focus on business objectives of our customers has led to Mindspan receiving repeat business from 90% of its customers, and being chosen an Inc 5000 company thrice.



CHESTER TONG
President & CEO
MSL Express
Jamaica, New York



Founded in 1988, MSL Express continues to expand and strengthen its international presence in over 50 countries to provide clients with state-of-the art processes and technologies, faster access to its global network, comprehensive services, and advanced tracking systems to effectively manage every freight shipment via air, land, or sea.

**BING YANG**

President
Ling's
South El Monte, California

LAUREN YANG

VP, Business Development
Ling's
South El Monte, California



Ling's is an all-American company located in Southern California. Established over eleven years ago by the founder and former owner of a popular Chinese quick-service chain, the mission of Ling's has been to bring authentic versions of popular Asian recipes to commercial and non-commercial settings such as casual restaurants, schools, colleges, universities, hotels, contract feeders and service delis.

As the selected supplier to United State Department of Agriculture, Ling's has both regular USDA inspectors and USDA suppliers' inspectors to make sure that its plants are in perfect condition and its products are of high quality.

In 2009, USDA awarded Ling's "Contractor of the Year." In August 2013, USDA awarded Ling's "Outstanding Minority (Asian-American) Owned Business."

**EVA WANG**

CEO
VXI Global Solutions, Inc.
Los Angeles, California

DAVID ZHOU

President
VXI Global Solutions, Inc.
Los Angeles, California



VXI Global Solutions is a leading provider of business process and information technology outsourcing offering comprehensive services to its clients. Our company specializes in call center and BPO services, software development, quality assurance testing, and infrastructure outsourcing. Headquartered in the United States, VXI employs 10,000 people around the world including locations in China and the Philippines.

VXI creates custom solutions in business-to-business and business-to-consumer applications which allow clients to achieve success in their market goals. VXI applications leverage emerging and classic communication channels. Services range from complete call center services, to maintaining applications, to building solutions using superior tools and technologies.

VXI is the enterprise solution for any company looking to enter a new market, grow market share, increase geographical diversification, or lower costs while maintaining quality.

**BETTY WONG**

Founder & CEO
IntroAmerica, Inc.
New York, New York



IntroAmerica is a resource for Chinese students and parents looking for information about life in America. IntroAmerica also assists US colleges seeking Chinese applicants for four-year undergraduate degrees by presenting college information in Chinese and English. By providing their information, students can discover which colleges are interested in them. Yet IntroAmerica.com is more than just college applications. IntroAmerica presents bi-lingual student blogs and expert advice about adjusting to and succeeding in American college life and integrating into American culture. IntroAmerica introduces students to products and services that will help the student live a happy life in America, whether it is airport pick up services in the US, bank accounts, mobile phones or locating a Chinese restaurant. With over 200,000 Chinese students coming to the US each year and spending over \$2B on living expenses while here, sponsors and partners will grow their markets along with IntroAmerica as more Chinese students achieve their dream of studying in the US. We are joined by a team of Chinese students and recent Chinese graduates, all eager to create a supportive "family community for Chinese students." Our goal is to help Chinese students live life better in the US.

**LEI FANG**

Attorney/Counsel
Sutherland Asbill & Brennan LLP
Atlanta, Georgia



Sutherland Asbill & Brennan LLP is a law firm with global reach known for solving challenging business problems and resolving sophisticated legal issues for many of the world's largest companies. Founded in 1924, the firm handles matters throughout the United States and worldwide. Seven major practice areas—corporate, energy and environmental, financial services, intellectual property, litigation, real estate, and tax—provide the framework for an extensive range of focus areas, allowing Sutherland attorneys to serve a diverse client base that ranges from small and medium-sized start-up businesses to a significant number of Fortune 100 companies.

**CHARLES CHANG**

President
Topline Products
Wayne, New Jersey



In the world of cosmetics, Topline Products stands apart in our ability to serve you with full turnkey and packaging solutions. Their focus on "innovative beauty solutions" is proven through the 50 utility patents granted to Topline in the U.S. and worldwide. These innovations are the result of four decades of technical packaging and engineering experience gained as a global partner to the world's largest beauty companies. We are also ISO-9000, ISO-14000 and SA-8000 certified.

ASIA PARTICIPANTS



MILLY NG
Physical Therapist
with unique expertise
on Sports Injuries and
Facial Rejuvenation

CENTRAL PHYSIOTHERAPY & SPORTS INJURY CLINIC

This is not magic! Simply by using Microcurrent to correct moderate to severe degree of Hallux Valgus (Bunion) without Surgical Intervention, uplift the face simply by improving the underlying muscle tone to enhance the facial features back to younger age is the most natural manner. Milly Ng, Chief Physiotherapist of Central Physiotherapy & Sports Injury Clinic, specializes in using the most innovative Microcurrent therapy to uproot the inflammatory soft tissue by improving the ionic exchange at the cellular membrane, thereby improving the ATP formation by 500% and increase protein synthesis. It can strengthen and mobilize right in front of your eyes. It is excellent for Sports Injuries and Arthritic conditions. She also specializes in Research & Development of Microcurrent Therapy which is the most innovative treatment to regenerate injured body cells - bring it back to its normal healthy state seconds, enabling Carl Lewis to win 4 Gold Medals in the LA Olympics. We hope to collaborate with Sports Team in the US to create more Carl Lewis!



CHESTER TONG
President & CEO
Jamaica, New York

MSL EXPRESS

Founded in 1988, MSL Express continues to expand and strengthen its international presence in over 50 countries to provide clients with state-of-the art processes and technologies, faster access to its global network, comprehensive services, and advanced tracking systems to effectively manage every freight shipment via air, land, or sea.



RAY TONG
Managing Director
MSL Global Logistics
Shanghai, China



JESSIE LI
Tianjin Branch Manager
MSL Global Logistics
Tianjin, China



CATHY WANG
VP, Sales
Topline Products
Tianjin, China

TOPLINE PRODUCTS



In the world of cosmetics, Topline Products stands apart in our ability to serve you with full turnkey and packaging solutions. Their focus on “innovative beauty solutions” is proven through the 50 utility patents granted to Topline in the U.S. and worldwide. These innovations are the result of four decades of technical packaging and engineering experience gained as a global partner to the world’s largest beauty companies. We are also ISO-9000, ISO-14000 and SA-8000 certified.



SIMON HUAN
General Manager
Topline Products
Tianjin, China



JAGGIE CHENG
VP, China Operations
Topline Products
Tianjin, China

VXI GLOBAL SOLUTIONS

VXI Global Solutions is a leading provider of business process and information technology outsourcing offering comprehensive services to its clients. Our company specializes in call center and BPO services, software development, quality assurance testing, and infrastructure outsourcing. Headquartered in the United States, VXI employs 10,000 people around the world including locations in China and the Philippines.



JOSEPH WONG

SVP, Business Development and Account Management
VXI Global Solutions, Inc.
Shanghai, China

USPAACC ASIA TRADE MISSION SPONSORS & HOST ORGANIZATIONS

INGERSOLL RAND

Ingersoll Rand (NYSE:IR) advances the quality of life by creating and sustaining safe, comfortable and efficient environments. Our people and our family of brands- including Club Car®, Ingersoll Rand®, Schlage®, Thermo King® and Trane® -work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; secure homes and commercial properties; and increase industrial productivity and efficiency. We are a \$14 billion global business committed to a world of sustainable progress and enduring results. The Ingersoll-Sergeant Drill Company and the Rand Drill Company merged in 1905 to form Ingersoll Rand in Dublin, Ireland. The company is listed as "IR" on the New York Stock Exchange since 1906. As of December 31, 2012, Ingersoll Rand conducts manufacturing and assembly operations in 67 plants world-wide and maintains offices, warehouses and repair centers throughout the world. It's North America Headquarters and Corporate Center is located in Davidson, North Carolina.



MSL EXPRESS

Founded in 1988, MSL Express continues to expand and strengthen its international presence in over 50 countries to provide clients with state-of-the art processes and technologies, faster access to its global network, comprehensive services, and advanced tracking systems to effectively manage every freight shipment via air, land, or sea.



THE AMERICAN CHAMBER OF COMMERCE

The American Chamber of Commerce in the People's Republic of China (AmCham China) is a non-profit organization which represents US companies and individuals doing business in China. AmCham China's membership comprises more than 3,500 individuals from over 1,000 companies. It has more than 40 industry- and issue-specific forums and committees, offers unique services such as the Business Visa Program, holds a wide range of networking and informational events, and meets with US and Chinese officials to discuss challenges and opportunities facing US firms doing business in China. The chamber, in addition to its headquarters in Beijing, has chapters in Central China (Wuhan), Northeast China (Dalian), and Tianjin. The chamber's mission is to help American companies succeed in China through advocacy, information, networking and business support services.



TIANJIN SAIXIANG TECHNOLOGY CO., LTD



DAWNING INFORMATION INDUSTRY CO. LTD



TIANJIN SAIXIANG TECHNOLOGY CO., LTD



TIANJIN SCIENCE AND TECHNOLOGY CO., LTD. TANGBANG



TIANJIN BINHAI NEW AREA

Tianjin Binhai New Area (briefed as TBNA) locates on the east coast of Tianjin and center of Circum-Bohai-Sea Region. It is also the nearest eastern starting point of Asia-Euro Continental Bridge and key access to the sea for the neighboring inland countries. TBNA consists of nine functional zones namely Advanced Manufacturing Zone, Airport-based Industrial Zone, Binhai High-tech Industrial Development Zone, Seaport-based Industrial Zone, Nangang Industrial Zone, Seaport Logistics Zone, Coastal Leisure & Tourism Zone, Sino-Singapore Tianjin Eco-City and Central Business District. In addition, Tianjin Port whose throughput ranks 5th in the world also locates in here. With a planned area of 2270 square kilometers, TBNA has a coastal line of 153 kilometers and a population of 2.02 million. TBNA has a rather favorable ecological environment and abundant natural resources and wetlands of 700 square kilometers. There are still 1200 square kilometers salt and alkali wasteland remained for development and the verified reserves of oil reach over 10 billion tons and those of natural gas reach 193.7 billion cubic meters.



CHINA COMMUNICATIONS CONSTRUCTION COMPANY (CCCC)

CCCC International Shipping Corp. is a Limited Liability Company registered in Panama. The company is invested by four shareholders: China Communications Construction Company limited, CCCC First Harbor Engineering Co., Ltd, CCCC TianJin dredging Co., Ltd., and ChuWa bussan Co., Ltd. respectively. The business scope of the company covers marine transportation of large-scale projects domestically and overseas, vessel leasing business, and vessel management services, etc. Company operates semi-submersible vessels with the determination to serve international heavy cargo transportation market. The shareholder of corporation—CCCC ranked 210th of Global 500 Companies 2011 with operating revenues of USD 40.414 billion, 14 places up compared with 2010, maintaining an upper-middle position on the list; 21st among 69 listed Chinese enterprises (including those in Hong Kong and Taiwan); 13th among central enterprises administered by the State-owned Assets Supervision and Administration Commission of the State Council.



CCPIT

The China Council for the Promotion of International Trade is a trade body of the Chinese government founded in 1952. It also goes by the name of the China Chamber of International Commerce. The CCPIT promotes China's international economic and commercial interests. This is accomplished by developing business cooperation and exchanges with foreign countries. The CCPIT produces economic data, creates diplomatic ties and is also active with trade arbitration issues. China Council for the Promotion of International Trade Tianjin sub-Council (CCPITTJ) is a government sponsored, internationally-oriented economic and trade promotion institution with a membership comprising government departments at municipal, district and county levels representing the economic and trade sectors in Tianjin, an international port city and economic center in north China. Aiming to promote international trade and investment, international economic and technological cooperation, corporate management and marketing in line with the international practices, CCPITTJ has played an important role in serving the public since its founding in 1963.



CHENGDU MUNICIPAL GOVERNMENT

The Foreign Affairs Office of the People's government of Chengdu Municipality is a governmental department in charge of the city's foreign affairs, and also the affairs handling center of the leader team of foreign affairs of CPC Chengdu Municipal Committee.



MADE-IN CHINA

Made-in-China.com, operated by public company Focus Technology Co., Ltd. (Stock Code: 002315. SZ), is an integrated Business-to-Business (B2B) e-commerce platform with headquarters in Nanjing, Jiangsu Province and other 27 branches all over China. As one of the leading B2B portals connecting global buyers with Chinese suppliers, Made-in-China.com devotes itself into facilitating two-way trade via its 10 multi-language websites. With a database of millions of quality Chinese suppliers and products, Made-in-China.com has offered numerous buyers effective solutions on sourcing. This, combined with various trade support services, places Made-in-China.com in the perfect position to promote e-commerce on a global scale.



ASIA PARTICIPANTS CORPORATIONS



CAESAR'S ENTERTAINMENT

LILY NG
President, Caesar's Global Living Asia



Caesars Entertainment Corporation (formerly Harrah's Entertainment from 1995 to 2010) is an American public gaming corporation that owns and operates over 50 casinos, hotels, and seven golf courses under several brands. The company, based in Paradise, Nevada, is the largest gaming company in the world, with annual revenues of \$8.9 billion (2010). Caesars is a public company, with a joint venture of Apollo Global Management and Texas Pacific Group owning a large portion of the stock and Blackstone Group also holding a significant stake. The name change from "Harrah's Entertainment Inc." to "Caesars Entertainment Corporation" was made official on November 23, 2010. Harrah's remains a key brand in the company.



CHINA COMMUNICATIONS CONSTRUCTION COMPANY (CCCC)

LIANHUYU ZHU FENG YAN
President Regional Manager



CCCC International Shipping Corp. is a Limited Liability Company registered in Panama. The company is invested by four shareholders: China Communications Construction Company limited, CCCC First Harbor Engineering Co., Ltd, CCCC TianJin dredging Co., Ltd., and ChuWa bussan Co., Ltd. respectively. The business scope of the company covers marine transportation of large-scale projects domestically and overseas, vessel leasing business, and vessel management services, etc. Company operates semi-submersible vessels with the determination to serve international heavy cargo transportation market.

The shareholder of corporation—CCCC ranked 210th of Global 500 Companies 2011 with operating revenues of USD 40.414 billion, 14 places up compared with 2010, maintaining an upper-middle position on the list; 21st among 69 listed Chinese enterprises (including those in Hong Kong and Taiwan); 13th among central enterprises administered by the State-owned Assets Supervision and Administration Commission of the State Council.



CISCO

MINA CHEN
Business Operations Manager
Functional Leader of Strategic Planning & Innovation Program



Cisco Systems, Inc. is an American multinational corporation headquartered in San Jose, California, that designs, manufactures, and sells networking equipment. At Cisco (NASDAQ: CSCO) customers come first and an integral part of our DNA is creating long-lasting customer partnerships and working with them to identify their needs and provide solutions that support their success. The concept of solutions being driven to address specific customer challenges has been with Cisco since its inception in 1984. Since then Cisco has shaped the future of the Internet by creating unprecedented value and opportunity for our customers, employees, investors and ecosystem partners and has become the worldwide leader in networking - transforming how people connect, communicate and collaborate.



CONAGRA FOODS

FANG LEI
Procurement Manager
Global Sourcing Group of ConAgra Foods



ConAgra Foods is a leading branded food company and is the trusted name behind many leading brands, including: Healthy Choice, Slim Jim, Egg Beaters, Peter Pan, Hunt's, Orville Redenbacher's, PAM, and Banquet, among others. ConAgra's consumer brands are found in 97% of U.S. households and 24 are ranked first or second in their category.



THE COCA-COLA COMPANY



The Coca-Cola Company (NYSE: KO) is an American multinational beverage corporation and manufacturer, retailer and marketer of nonalcoholic beverage concentrates and syrups, headquartered in Atlanta, Georgia. The company is best known for its flagship product Coca-Cola, invented in 1886 by pharmacist John Stith Pemberton in Columbus, Georgia. Besides its namesake Coca-Cola beverage, Coca-Cola currently offers more than 500 brands in over 200 countries or territories and serves over 1.7 billion servings each day. The company operates a franchised distribution system dating from 1889 where The Coca-Cola Company only produces syrup concentrate which is then sold to various bottlers throughout the world who hold an exclusive territory. The Coca-Cola Company owns its anchor bottler in North America, Coca-Cola Refreshments.

KEVIN LIU
Group Head of PA&C
Group Reputation
Management Dept.
Coca-Cola Bottling
Investments Group China



SIMON OU
Director of Reputation
Management, SC and
CQ operation unit



CARRIE ZHOU
Manager of Public Affairs
and Communication, SC
operation unit



CATHERINE WANG
Group Reputation
Management-PA&C - Coca-
Cola Bottling Investments
Group China

FLEXTRONICS

Flextronics International Ltd., founded in Silicon Valley in 1969, (simply known as Flextronics or Flex) is an American supply chain solutions company that offers design, manufacturing, distribution and aftermarket services to original equipment manufacturers (OEM). Flex is a Global Fortune 500 company based in the Silicon Valley (filing in Singapore) and is the second largest global Electronics Manufacturing Services (EMS) Company by revenue. Flextronics has manufacturing operations in over 30 countries, totaling approximately 27.2 million square feet and 200,000 employees.



DANNY WANG
General Manager of
Flextronics Manufacturing
(Tianjin) Co. Ltd



JOHN JIANG
Director of China
Government Affairs
Chief Representative of
Flextronics China

MICHELLE MAO
Senior Manager, Strategy
and Operations, North
China

HELEN ZHANG
Assistant to General
Manager



GENERAL ELECTRIC

GE Healthcare is a division of GE Technology Infrastructure, which is itself a division of General Electric (GE). It employs more than 46,000 people worldwide and is headquartered in Little Chalfont, Buckinghamshire, United Kingdom. GE Healthcare is the first GE business segment to be headquartered outside the United States. In 2004, just before the completion of the \$9 billion acquisition of U.K.-based Amersham PLC, the formerly named GE Medical Systems was renamed GE Healthcare.



JOSEPH MA
VP of GE China -GM of GE China Innovation Center GM of
GE SW China Region General Manager

JUAN LI
Assistant to Joseph Ma, VP of GE
Healthcare China



DENNY ZHANG
Senior Government
Relations Manager

HONEYWELL

Honeywell is a Fortune 100 company that invents and manufactures technologies to address tough challenges linked to global macro trends such as safety, security, and energy. With approximately 122,000 employees worldwide, including more than 19,000 engineers and scientists, we have an unrelenting focus on quality, delivery, value, and technology in everything we make and do. Xi'an System Sensor Electronics, Ltd. is a joint venture invested by System Sensor, USA, a wholly owned company of Honeywell, in the business of supplying sensor products and services worldwide. The company utilizes the latest in technology, production processes, management systems, quality assurance systems and modern manufacturing equipment from System Sensor, USA, to produce high quality products like the Intelligent and Conventional Ion Smoke Detector, Photo Smoke Detector, Heat Detector and Accessories.

Honeywell



HEE-CHANG KANG
General Manager, Global
Coordination Center in
China

HYUNDAI

Hyundai was a multinational chaebol (conglomerate) headquartered in Seoul, South Korea. It was founded by Chung Ju-yung in 1947 as a construction firm and Chung was directly in control of the company until his death in 2001. Following the 1997 East Asian financial crisis and Chung's death, Hyundai underwent a major restructuring and break-up, which reduced the Hyundai Group's business to encompass only container shipping services, the manufacturing of elevators, and tourism. Today, most companies bearing the name Hyundai are not legally connected to Hyundai Group. They include Hyundai Motor Group, Hyundai Department Store Group, Hyundai Heavy Industries Group and Hyundai Development Company. However, most of the former subsidiaries of the Hyundai conglomerate continue to be run by relatives of Chung. If these companies were considered, as forming a single broad family business, then it would remain the largest company in South Korea with enormous economic and political power in the country.



SHE WEI (David)
Vice General Manager,
Site Operation Manager
(Chengdu and Wuhan)
Security Service Line
Manager - IBM China
Global Delivery Center

IBM

The International Business Machines Corporation (commonly referred as IBM) is an American multinational technology and consulting corporation, with headquarters in Armonk, New York. IBM manufactures and markets computer hardware and software, and offers infrastructure, hosting and consulting services in areas ranging from mainframe computers to nanotechnology. The company was founded in 1911 as the Computing Tabulating Recording Company (CTR) and adopted the name International Business Machines in 1924, using a name previously designated to CTR's subsidiary in Canada and later South America. Securities analysts nicknamed IBM Big Blue in recognition of IBM's common use of blue in products, packaging, and logo. In 2012, Fortune ranked IBM the No. 2 largest U.S. firm in terms of number of employees (433,362), the No. 4 largest in terms of market capitalization, the No. 9 most profitable, and the No. 19 largest firm in terms of revenue. IBM has 12 research laboratories worldwide and, as of 2013, has held the record for most patents generated by a company for 20 consecutive years.



HUANG WEI (SUSAN)
Manager of IBM China Procurement Center
Business Control Manager of IBM Global
Procurement Centers



XIN LI (Cyril)
Operations Manager
Greater China Group and Korea
IBM Integrated Supply Chain,
Procurement



JEFF SONG
Corporate Vice President
of Ingersoll Rand
President of Ingersoll
Rand China

INGERSOLL RAND

Ingersoll Rand (NYSE:IR) advances the quality of life by creating and sustaining safe, comfortable and efficient environments. Our people and our family of brands including Club Car®, Ingersoll Rand®, Schlage®, Thermo King® and Trane® work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; secure homes and commercial properties; and increase industrial productivity and efficiency. We are a \$14 billion global business committed to a world of sustainable progress and enduring results. The Ingersoll-Sergeant Drill Company and the Rand Drill Company merged in 1905 to form Ingersoll Rand in Dublin, Ireland. The company is listed as "IR" on the New York Stock Exchange since 1906. As of December 31, 2012, Ingersoll Rand conducts manufacturing and assembly operations in 67 plants world-wide and maintains offices, warehouses and repair centers throughout the world. It's North America Headquarters and Corporate Center is located in Davidson, North Carolina.



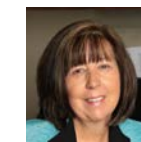
CHERRY HAN LIWEI
Vice President of Ingersoll
Rand, Asia Pacific



NEDDY PEREZ
Vice President, Global
Diversity & Inclusion
Davidson, North Carolina



EVONNE BENNETT
Director, Global
Diversity & Inclusion
Davidson, North
Carolina



JACKIE LA JOIE
Manager, Supplier Diversity
Davidson, North Carolina



BOBO XIE
Corporate Affairs Manager
Shanghai, China



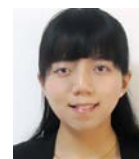
SOPHIA YIN
Business Development
Manager

MADE-IN-CHINA

Made-in-China.com, operated by public company Focus Technology Co., Ltd. (Stock Code: 002315. SZ), is an integrated Business-to-Business (B2B) e-commerce platform with headquarters in Nanjing, Jiangsu Province and other 27 branches all over China. As one of the leading B2B portals connecting global buyers with Chinese suppliers, Made-in-China.com devotes itself into facilitating two-way trade via its 10 multi-language websites. With a database of millions of quality Chinese suppliers and products, Made-in-China.com has offered numerous buyers effective solutions on sourcing. This, combined with various trade support services, places Made-in-China.com in the perfect position to promote e-commerce on a global scale.



Daisy Lu
Business Development
Manager



Angela Sun
Business Development
Manager



Daisy Xue
Trade Service
Consultant



SHELLEY JIANG
Director of Public Policy
and Government Affairs

MOTOROLA MOBILITY

Motorola Solutions, Inc. is an American data communications and telecommunications equipment provider that succeeded Motorola Inc. following the spin-off of the mobile phones division into Motorola Mobility in 2011. The company is headquartered in Schaumburg, Illinois, a Chicago suburb.

Motorola Solutions is composed of the Government; Public Safety and Enterprise Mobility Solutions divisions of the former Motorola, Inc. Motorola Solutions also previously had a Networks division, which it sold to Nokia Siemens Networks.





PEPSICO

PepsiCo offers the world's largest portfolio of billion-dollar food and beverage brands, including 19 different product lines that each generates more than \$1 billion in annual retail sales. Our main businesses -- Frito-Lay, Quaker, Pepsi-Cola, Tropicana and Gatorade -- also make hundreds of other nourishing, tasty foods and drinks that bring joy to our consumers in more than 200 countries. With annualized revenues of nearly \$60 billion, PepsiCo's people are united by our unique commitment to sustainable growth, called "Performance with Purpose." By dedicating ourselves to offering a broad array of choices for healthy, convenient and fun nourishment, reducing our environmental impact, and fostering a diverse and inclusive workplace culture, PepsiCo balances strong financial returns with giving back to our communities worldwide.



KATTY LAM
Chairman, PepsiCo
Greater China Region



CATHY TAI
Vice President,
Corporate Affairs

PFIZER

Pfizer, Inc. (NYSE: PFE) is an American multinational pharmaceutical corporation headquartered in New York City, and with its research headquarters in Groton, Connecticut, United States. It is one of the world's largest pharmaceutical company by revenues. Pfizer develops and produces medicines and vaccines for a wide range of conditions including in the areas of immunology and inflammation, oncology, cardiovascular and metabolic diseases, neuroscience and pain. Pfizer was founded by cousins Charles Pfizer and Charles Erhart in New York City in 1849 as a manufacturer of fine chemicals. Pfizer's discovery of Terramycin (oxytetracycline) in 1950 put it on a path towards becoming a research-based pharmaceutical company. Pfizer has made numerous acquisitions, including of Warner-Lambert in 2000, Pharmacia in 2003 and Wyeth in 2009, the latter acquired for US\$68 billion. Pfizer is listed on the New York Stock Exchange and its shares have been a component of the Dow Jones Industrial Average since April 8, 2004.



SCOTT DENNIS
Senior Director and
APAC Regional Lead
Global Procurement,
Asia Pacific Region



CATHERINE SHAO
Senior Regional Category
Manager of Travel, Meeting
and Fleet for Asia Pacific
region. Lead of Regional
Support Team in APAC
Procurement

DENIS YU
APAC Regional Market
Cluster Lead



TING HSIN INTERNATIONAL GROUP

Founded in 1996, Ting Hsin International Group is a Taiwanese-owned company based in Tianjin, China. It is China's biggest instant noodle maker. It owns the Kang Shi Fu brand also known as Master Kong or Ting Yi through its partly owned associate Tingyi (Cayman Islands) Holding Corporation. In July 2009, it became the largest private shareholder in Taipei Financial Center Corporation, which owns Taipei 101.

In 2010 the Ting Hsin International Group's overall revenue reached US\$9.7 billion, with 70,000 employees in Taiwan and mainland China, making the Group an important food conglomerate on both sides of the Taiwan Strait.



ROCKWELL COLLINS

Rockwell Collins, Inc., founded in 1933, is a large United States-based international company headquartered in Cedar Rapids, Iowa, primarily providing avionics and information technology systems and services to governmental agencies and aircraft manufacturers.

The company is among the major suppliers of in-flight entertainment on board aircraft. Rockwell Collins' key competitors in this industry include Panasonic Avionics Corporation, Thales Group, and JetBlue's IFE subsidiary LiveTV. As of 2010, the company employs over 20,000 people and has an annual turnover of 4.665 billion US dollars.



**RON WAI
CHEONG HO**
Managing Director, China
International and Service
Solutions

XUE MEIYI (AMBER)
Administrative Assistant

YINYIN DUAN (OLIVIA)
Customer Account Specialist

GOVERNMENT OFFICIALS

QUASI-GOVERNMENT & BUSINESS ORGANIZATIONS



SCOTT WILLIAMS
Vice President of Programs and Services
AmCham Shanghai

THE AMERICAN CHAMBER OF COMMERCE GOVERNMENT



The American Chamber of Commerce in the People's Republic of China (AmCham China) is a non-profit organization which represents US companies and individuals doing business in China. AmCham China's membership comprises more than 3,500 individuals from over 1,000 companies. It has more than 40 industry- and issue-specific forums and committees, offers unique services such as the Business Visa Program, holds a wide range of networking and informational events, and meets with US and Chinese officials to discuss challenges and opportunities facing US firms doing business in China.

The chamber, in addition to its headquarters in Beijing, has chapters in Central China (Wuhan), Northeast China (Dalian), and Tianjin. The Chamber's mission is to help American companies succeed in China through advocacy, information, networking and business support services.



NANCY COOKE
Vice President, Membership, Services and Operations
AmCham Northeast & Central China Chapters



STEFANIE MYERS
Director
AmCham Shanghai



NICOLE XUE
Office Manager
AmCham Chengdu



ANNA LI
Chapter Manager
AmCham Tianjin



DONG LIBIN
Vice Chairman, China Council for the Promotion of International Trade
Tianjin sub-Council/China Chamber of International Commerce
Tianjin Chamber of Commerce

CCPIT



China Council for the Promotion of International Trade Tianjin sub-Council (CCPITTJ) is a government sponsored, internationally-oriented economic and trade promotion institution with a membership comprising government departments at municipal, district and county levels representing the economic and trade sectors in Tianjin, an international port city and economic center in north China.

Aiming to promote international trade and investment, international economic and technological cooperation, corporate management and marketing in line with the international practices, CCPITTJ has played an important role in serving the public since its founding in 1963.

ZHAOYANG FU
Northern America Specialist

TIANJIN BINHAI HI-TECH INDUSTRIAL DEVELOPMENT AREA



TONG LING
Representative of Entrepreneurship
Deputy Director of Science and Technology
Secretary General of Industry and Commercial Association, Science and Technology Association, Municipal Corporation Association

Tianjin Binhai New Area (briefed as TBNA) locates on the east coast of Tianjin and center of Circum-Bohai-Sea Region. It is also the nearest eastern starting point of Asia-Euro Continental Bridge and key access to the sea for the neighboring inland countries. TBNA consists of nine functional zones namely Advanced Manufacturing Zone, Airport-based Industrial Zone, Binhai High-tech Industrial Development Zone, Seaport-based Industrial Zone, Nangang Industrial Zone, Seaport Logistics Zone, Coastal Leisure & Tourism Zone, Sino-Singapore Tianjin Eco-City and Central Business District. In addition, Tianjin Port whose throughput ranks 5th in the world also locates in here. With a planned area of 2270 square kilometers, TBNA has a coastal line of 153 kilometers and a population of 2.02 million.

CHENGDU MUNICIPAL GOVERNMENT



RAN YU
Northern America Specialist
Chengdu Municipal Government – Foreign Affairs

The Foreign Affairs Office of the People's government of Chengdu Municipality is a governmental department in charge of the city's foreign affairs, and also the affairs handling center of the leader team of foreign affairs of CPC Chengdu Municipal Committee.



U.S. CONSULATE GENERAL, CHENGDU

PETER HAYMOND
CONSUL GENERAL, U.S. CONSULATE GENERAL, CHENGDU

U.S. COMMERCIAL SERVICE

The U.S. Commercial Service is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration. U.S. Commercial Service trade professionals in over 100 U.S. cities and in more than 75 countries help U.S. companies get started in exporting or increase sales to new global markets.



SARAH FOX
Commercial Officer
Shanghai Office



DAVID MURPHY
Commercial Officer
Beijing Office

ERIC HSU
First Secretary Chengdu Office

HAIYAN HUA (HELEN)
Commercial Representative

USPAACC ASIA TRADE MISSION TEAM

Susan Au Allen
Alyn Levin-Hadar
Jay Lee
Fahim Moin
Winnie Thong
JP Torres
Janice Tu
Jessica Xue
Michelle Yin
Mihyun Yun
Anna Zawacki



CONTACT INFORMATION

TIANJIN

The St. Regis Tianjin
158 Zhangzizhong Road, Heping District
Tianjin, China 300041
Phone: (86-22) 5830 9999

Taxi Bookings:
Taxi Corporation : Phone: 26353731
Haihe River Taxi Co., Ltd. : Phone: 26352844
Kaifagu Good Taxi Co., Ltd. : Phone: 26300013

Nearest Hospital:
Tianjin Heping District Xing'an Hospital
15 Liaobei Rd, Heping District, Tianjin
Phone: +86 22 2722 5608 - Emergency: 120

CHENGDU

Holiday Inn Chengdu Oriental Plaza
No.231, Zhiquanduan, East Avenue
Chengdu, China 610061
Phone: +86 28 6106688

Taxi bookings:
Chengdu Rongcheng Taxi Company : Phone: 028 85195286
Chengdu Beite Taxi Company : Phone: 028 85199519
Chengdu Jinhui Taxi Company : Phone: 028 89550745

Nearest Hospital:
Chengdu 1st People's Hospital
Pedestrian Street, Jinjiang, Chengdu, Sichuan, China
Phone: +86 28 8200 0120 - Emergency: 120

SHANGHAI

Sheraton Shanghai Hongqiao Hotel
No. 5 Zun Yi Nan Road
Shanghai, 200336, China
Phone: 86 21 62758888

Taxi Bookings:
Qiangsheng : Phone: 86 21 62580000
Dazhong : Phone: 86 21 96822
Jinjiang : Phone: 86 21 96961

Nearest Hospital:
Minhang Shanghai Hospital
1448 Hongqiao Rd, Changning District, Shanghai, China
Phone: 021-62758030 - Emergency: 120

FOR ALL INQUIRIES ABOUT AMERICAN CITIZEN SERVICES:

TIANJIN

U.S. Commercial Service - Beijing
No. 55 An Jia Lou Road,
Chaoyang District
Beijing 100600, China
Phone: (86-10) 8531-3000
Fax: (86-10) 8531-3701
Email: Office.Beijing@trade.gov
(Covers provinces of Beijing, Tianjin, Hebei, Shandong, Shan'xi, Henan,
Shaan'xi, Jiangxi, Ningxia, Gansu, Qinghai, Xinjiang)

American Citizen Services
Fax: 86 10 8531-3300
Emergency Contact Number: 8531-4000
E-mail: AmCitBeijing@state.gov

American Center for Educational Exchange
Suite 2801, Jingguang Center, Hu Jia Lou, Chao Yang
District, Beijing 100020
Phone: (010) 6597-3242
Fax: (010) 6597-3006

American Citizen Services
Fax: 86 10 8531-3300
Emergency Contact Number: 8531-4000
E-mail: AmCitBeijing@state.gov

Foreign Commercial Service (FCS)
Tel: (86-10) 8531-3557
Fax: (86-10) 8531-3701/4343

CHENGDU

U.S. Consulate General in Chengdu
4 Lingshiguan Road, Chengdu, Sichuan, 610041, China
Phone: +86-28-8558-3992

Information Resources Center
(does NOT answer or discuss visa questions)
Tel: (86-28) 8598 6783
Fax/Tel: (86-28) 8551 8277
E-mail: irc-chengdu@qq.com

American Citizen Services
Tel: (86-28) 8558 3992
Fax: (86-28) 8554 6229
Emergencies: (010)8531-4000
Regular Hours(Appointment only): Wednesday 9:00-11:00
AM, Friday 1:00-4:00 PM
E-mail: AmcitChengdu@state.gov

China Visa Information Call Center
(for visa interview appointments and information)
Tel: 028-6273 6100.
If calling from the U.S., please dial: 703 665 1986.

U.S. Commercial Service - Chengdu
4 Lingshiguan Lu, Renmin Nanlu Section 4
Chengdu, Sichuan 610041, China
Tel: (86-28) 8558-3992
Fax: (86-28) 8558-9221
Email: Office.Chengdu@trade.gov

SHANGHAI

U.S. Consulate General in Shanghai
Main U.S. Consulate General Building
1469 Huai Hai Zhong Road (Near Wulumuqi Nan Lu)
200031 Shanghai, China

Information Resources Center
Suite 532 East Tower
Shanghai Centre (in the Portman Ritz-Carlton complex)
1376 Nanjing West Road
*Open to Chinese audiences-Appointment needed
Tel: (86-21) 6279-7662
Fax: (86-21) 6279-7603
E-mail: ShanghaiRC@state.gov

American Citizen Services
Westgate Mall, 1038 West Nanjing Road, 8th Floor
Tel: (86-21) 3217-4650
Fax: (86-21) 6217-2071
Regular Hours: 8:15am-11:30am and 1:30pm-3:30pm Monday
to Friday. Closed on Wednesday afternoons
After Hours Emergencies: (86-21) 3217-4650 then press
"0" for an operator
E-mail: ShanghaiACS@state.gov

U.S. Commercial Service - Shanghai
Shanghai Center, Suite 631
1376 Nanjing West Road
Shanghai 200040, China
Tel: (86-21) 6279-7630
Fax: (86-21) 6279-7639
Email: Office.Shanghai@trade.gov