



**US PAN ASIAN AMERICAN  
CHAMBER OF COMMERCE  
EDUCATION FOUNDATION**

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Regional Chapters: California • Texas • New York • Georgia  
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# THE ULTIMATE SOLUTION TO THE RIGHT CONNECTIONS

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US PAN ASIAN AMERICAN  
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EDUCATION FOUNDATION

OCTOBER 15-25, 2014

# ASIA TRADE MISSION 2014

BRIEFING BOOK

GUANGZHOU - DALIAN - SHANGHAI

## ABOUT USPAACC

AN ADVOCATE FOR  
ECONOMIC GROWTH  
CELEBRATES 29 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 29 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 thousands of Asian American-owned business-to-business enterprises through our Regional Chapters in California, New York, Texas, Georgia, Illinois, Connecticut, and the Maryland-Virginia-Washington, DC National Capital Area.

### **LEGISLATIVE BRIEFINGS**

Meet and discuss with Federal lawmakers important issues that impact your business.

### **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. 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.

### **CELEBRASIAN!**

Participate in our flagship event, CelebrAsian Procurement Conference, the country's largest annual national B2B procurement conference convened by Pan Asian American businesses to find partners in small, medium and large enterprises.

Our **FAST 50 ASIAN AMERICAN BUSINESSES** program puts the spotlight on the outstanding achievements of Asian American-owned businesses, showcases their continued robust growth despite tough economic times – as testament to the enduring quality of the Asian American business community who, through innovation, hard work and ingenuity, remains at the forefront as engine of growth in our national economy.

Our **EXCELLENCE AWARDS, ASIAN AMERICAN CORPORATE DIRECTORS 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**

Acquire valuable contract opportunities in our signature pre-scheduled quality "one-on-one" procurement matchmaking meetings with buyers from Corporate America, the Federal, State, and Local Governments, and Non-Profits, and meet Asian American mid-size, small and other minority suppliers. *\*\*Guanxi is a commonly used business term meaning "connections" or "relationships."*

### **SUPPLIER DIVERSITY MANAGERS CAUCUS**

We are our own culture. Supplier Diversity Directors, Managers and Buyers address cultural challenges they face in negotiating, doing business, and partnering

with diverse Asian American suppliers. This forum explores solutions to current issues, challenges and best practices in the supplier diversity arena.

### **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!

### **FEDERAL CONTRACTING TOWN HALL MEETING**

Federal Government representatives present a roadmap to current and upcoming contracting opportunities for small/minority businesses, and discuss new developments impacting small businesses.

### **USPAACC SUPPLIER SUCCESS STORIES**

USPAACC members from corporations, government agencies and Asian American business community share their success stories—how they did it, how they grew, pitfalls avoided, challenges faced, best practices, and much more.

### **YOUNG ENTREPRENEURS**

Young Asian American CEOs share how they started their business from scratch, competed against large companies and made their mark – ultimately changing the paradigm for entrepreneurship, business growth and success. Our more seasoned industry leaders are featured in our **ASIAN AMERICAN CEOs: LIVING THE AMERICAN DREAM**, where they discuss their experiences on their road to achieving the American Dream.

### **WOMAN PIONEERS SUMMIT**

Outstanding woman pathfinders in Corporations, Government and small business 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 has been leading successful Trade Missions to the fast-growing Asian 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 & CPO FORUM**

Chief Procurement Officers of U.S. Corporations, CEOs of U.S. small- and medium-sized companies from China, India and other Asia-Pacific countries discuss procurement trends, alliances and joint venture opportunities in the Asia-Pacific region with vibrant economic growth in business and industries. Reach out to Asian Americans in various professions through our **NATIONAL DIRECTORY OF ASIAN AMERICAN BUSINESS & RESOURCE GUIDE**, the **E-NEWS**, and our newsletter, the **EAST WEST REPORT**. And more!

*An advocate for economic growth  
celebrates 29 years of excellence*

Dear Friends,

Welcome to another exciting Asia Trade Mission! This year, we will continue to strengthen the global “guanxi” – harnessing the power of business connections, relationship and reciprocity – with visits to China’s dynamic and fast-growing markets in Guangzhou, Dalian, and Shanghai during October 15-25, 2014.

As in our previous missions, we present exceptional opportunities for our delegates to extend friendship, make business connections, and build bilateral relations that will also benefit America, China and the world.

We have an impressive list of corporations joining us: Accenture, Amgen, Aramark, Bayer China, Coca-Cola, Cisco, Dell, Deloitte, Dezan Shira & Associates, Dow Chemical, DTZ, Ernst & Young, Ford, Ingersoll Rand, Intel, Pfizer, PriceWaterHouseCoopers, Regus, UPS, and more!

Three United States Consul Generals from Shenyang, Guangzhou and Shanghai, will speak at our business programs. As always, MSL Express is our Transportation Sponsor.

Our delegation represents diverse and fast-growing industries: solar engineering, movie and film production, IT solutions in healthcare and telecommunications, turnkey solutions for global personnel relocation, legal services, energy efficient devices and supplies, creative marketing and video production, and a one-stop shop that handles sourcing, trading, shipping, finance, and import/export logistics. The delegation will be meeting with US and Chinese companies in China to explore mutually beneficial business relationships.

With every handshake and connection we make, we open the gateway to opportunities. We will elevate our delegates’ profile and new introductions to potential business partners through our established networks in Asia – this is what we do and what we do best.

Wonderful and long-lasting connections will be made. As in the past, this mission will create goodwill, good connections, and good business.

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; Caesars, Cisco, Deloitte, Dow Chemical, Honeywell, Hyundai, Ingersoll Rand, PepsiCo, Pfizer, Sidel and Rockwell Automation in Shanghai; Heat and Control in Nanjing; HP in Chongqing; Coca-Cola, GE and IBM in Chengdu; Flextronics, Motorola and Ting Yi in Tianjin; 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 MAX BAUCUS, 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 2014 Delegation, sponsored by the U.S. Pan Asian American Chamber of Commerce Education Foundation (USPAACC).

Mission China would like to congratulate you for recognizing the export opportunities China offers your organizations. With an expanding middle class and rapid urbanization, China is a key market for a broad range of U.S. businesses, including those represented in your delegation. China's economy continues to grow and transform, bringing more sophisticated consumers and investors to the table in search of high-value U.S. products, services, and investment opportunities. As leaders in your respective industries including the motion picture industry, engineering, finance, IT, legal services, and logistics, you represent thousands of potential U.S. jobs. It is a responsibility I know you do not take lightly and I commend you for your continued success.

We are encouraged to see organizations like USPAACC bringing U.S. businesses to China. Since the USPAACC Education Foundation first began its trade mission 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,

A handwritten signature in black ink, appearing to read 'Max Baucus', written over a light blue background.

Max Baucus



**MAX BAUCUS**  
UNITED STATES AMBASSADOR TO CHINA

## FEATURED SPEAKERS

### JENNIFER ZIMDAHL GALT

Consul General  
Consulate General of the United States of America  
Guangzhou, China

Jennifer Zimdahl Galt is a career member of the U.S. Foreign Service, Minister Counselor rank. Her postings overseas have included Belgrade, Taipei with the American Institute in Taiwan, Mumbai, Beijing, Shanghai, and the U.S. Mission to the North Atlantic Treaty Organization. Most recently, Ms. Galt served as Senior Advisor in the State Department's Bureau of Public Affairs in Washington, DC. She has also served in Washington as Deputy Director for Public Diplomacy in the Bureau of East Asian and Pacific Affairs. Ms. Galt holds Master's degrees from National Defense University and from the Johns Hopkins University School of Advanced International Studies (SAIS), as well as a bachelor's degree in political science, history and languages from Colorado College in her home state of Colorado. She is fluent in Mandarin and French, and also speaks Italian, Spanish and Serbian. Ms. Galt is married to the writer Fritz Galt and has a teenage daughter and son.



### HANSCOM SMITH

Consul General  
Consulate General of the United States of America  
Shanghai, China

A career member of the Senior Foreign Service, Hanscom Smith has been Consul General at the United States Consulate General in Shanghai since September 2014. He previously served at the United States embassies in Yaounde, Copenhagen, Phnom Penh, Bangkok, Kabul, and Beijing. In addition, Mr. Smith has served in the Office of Japanese Affairs at the Department of State, and was team leader at the United States Provincial Reconstruction Team in Muthanna Province, Iraq. He has also worked at the American Institute in Taiwan. Mr. Smith holds a bachelor's degree from Georgetown University and master's degrees from the London School of Economics and Princeton University. His foreign languages are French, Danish, Khmer, and Mandarin Chinese. A native of Maine, Mr. Smith is the partner of Eric Lu.



### SCOTT WEINHOLD

Consul General  
Consulate General of the United States of America  
Shenyang, China

Mr. Scott Weinhold has spent most of his diplomatic career working on press and media relations as well as cultural and educational exchange programs. After joining the U.S. Foreign Service in 1992, Mr. Weinhold has served at U.S. embassies and consulates in Beijing, Chengdu, Ho Chi Minh City, Ulaanbaatar, Canberra, and Tokyo.

Mr. Weinhold was born in Wisconsin and graduated from the University of Virginia with a bachelor's degree in History and African Studies. He speaks Chinese, Vietnamese, Mongolian, and basic Japanese. He is married to Jamie Weinhold and they have three children.



# USPAACC IN ACTION



Jagjeet Bindra, Member of the Board of Directors, Edison International receiving the Asian American Corporate Director Award at CelebrAsian 2013 Procurement Conference in Garden Grove, California.



USPAACC Susan Au Allen with Steve Forbes.



Full house Supplier Diversity Managers' Summit at 29th annual CelebrAsian Procurement Conference in Tysons Corner, Virginia.



CelebrAsian 2014 Conference Chair, Indra Nooyi, Chairman of the Board & CEO, PepsiCo, with Conference Co-Chairs and Asian American Corporate Directors Awards Recipients



USPAACC's Susan Au Allen with Chief Procurement Officers from AARP, AT&T, Caesars Entertainment, ConAgra Foods, Marriott International, PepsiCo and UPS at CelebrAsian 2014 Procurement Conference.



Yao Ming, one of the 2007 Excellence Awards Recipients, with USPAACC Team at the Westin St. Francis Hotel in San Francisco, California.



PepsiCo Chairman and CEO, Indra Nooyi and USPAACC National President & CEO, Susan Au Allen with 2014 Fast 50 Asian American Business Awards Recipients.



Virginia Senator Tim Kaine receives Award in Public Service at the 29th annual Excellence Awards Gala in Tysons Corner, Virginia.



One-on-One Prescheduled Business Matchmaking meetings at CelebrAsian 2012



Ribbon-cutting ceremony to kick off 29th annual Supplier Opportunity Trade Fair at the Sheraton Premiere in Tysons Corner, Virginia.

# USPAACC ASIA TRADE MISSION 2013



USPAACC Asia Trade Mission delegates visiting Ingersoll Rand's Shanghai office being greeted by its China President, Jeff Song.



Flextronics and its General Manager welcome USPAACC Delegates to their plant in Tianjin.



At the International CEO & Business Leaders Forum in Chengdu, with U.S. Consul General, the Honorable Peter Haymond.



IBM hosted USPAACC Asia Trade Mission delegation at their R&D Center in Chengdu.



USPAACC's Susan Au Allen at AmCham Shanghai with its Director, Stefanie Myers and a Board Member, a Wells Fargo executive.



At the International CEO & Business Leaders Forum in Tianjin.

## 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 one-on-one 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 to visit Guangzhou, Dalian and Shanghai.



# ASIA TRADE MISSION

# 2014

## OUR DESTINATIONS

### GUANGZHOU, CHINA



Guangzhou known historically as Canton is the capital and largest city of Guangdong province of China. Guangzhou is a key national

transportation hub and trading port. One of the five National Central Cities, it holds sub-provincial administrative status. Guangzhou is the third largest Chinese city and southern China's largest city. In 2008 Guangzhou was identified as a Beta World City by the global city index produced by the Globalization and World Cities Research Network.

Guangzhou is the main manufacturing hub of the Pearl River Delta, one of mainland China's leading commercial and manufacturing regions. In 2009, the GDP reached US \$133.5 billion, per capita was \$13,111. The China Import and Export Fair, also called the "Canton Fair", is held every year in April and October by the Ministry of Trading. The Fair is a major event for the city. Guangzhou Economic and Technological Development Zone was established in 1984. There are six pillar industries in the zone,

including chemical materials and products, electric machinery, foodstuffs, electronic equipment, metallurgy and metal fabricating, and beverages.



Guangzhou Nansha Export Processing Zone was founded in 2005. Its total planned area is 1.36 km<sup>2</sup> (0.53 sq mi). The major industries encouraged in the zone include auto-mobile assembly, biotechnology and heavy industry. It is situated near to Guangzhou Baiyun International Airport and Shenzhen Port. Guangzhou Free Trade Zone founded in 1992 is located in the east of Huangpu District and located near to Guangzhou Economic and Technological Development Zone. The major industries encouraged in the zone include international trade, logistics, processing industry and computer software. Guangzhou is considered one of the most prosperous cities in China.

## DALIAN, CHINA



Dalian is a major city and seaport in the south of Liaoning province in China. Today a financial, shipping and logistics center for Northeast Asia, Dalian has a significant history of being used by foreign powers for its ports. The city has had a continuous annual double-digit percentage increase in GDP since 1992. According to nationwide appraisal by the National Bureau of Statistics, Dalian ranks eighth among Chinese cities in terms of overall strength. The city's main industries include machine manufacturing, petrochemicals and oil refining, and electronics. Dalian became an important center of the heavy and light industries, including companies such as Dalian Heavy Industry Co., Dalian Chemical Group. Dalian Port is emerging as a very important port for international trade and is the 6th largest port in China. Accordingly, Dalian is a major center for oil refineries, diesel engineering, and chemical production. Dalian has been given many benefits by the PRC government, including the



title of "open-city" (1984), which allows it to receive considerable foreign investment. Dalian Development Zone was established in Jinzhou District. And Dalian also has the other zones in the city include the Dalian Economic and Technological Development Zone, Dalian Export Processing Zone, Dalian Free Trade Zone, and Dalian Hi-Tech Industrial Development Zone.

Shanghai is the largest city by population in China and the largest city proper by population in the world. It is one of the four direct-controlled municipalities of China, with a total population of near 24 million as of 2013. It is a global financial center, and a transport hub with the world's busiest container port. 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 then flourished as a center of commerce between east and west, and became the undisputed financial hub of the Asia Pacific in the 1930s. 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 is the commercial and financial center of mainland China, and ranks fifth in the 2011 edition of the Global Financial Centers Index published by the City of London. By the end of 2009, there were 787 financial institutions, of which 170 were foreign-invested.



## SHANGHAI, CHINA



In the last two decades Shanghai has been one of the fastest developing cities in the world. The three largest service industries are financial services, retail, and real estate. China's largest steelmaker Baosteel Group and China's largest shipbuilding base are all located in Shanghai. Auto manufacture is another important industry. The Shanghai-based SAIC Motor is one of the three largest automotive corporations in 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 2014 ITINERARY

**OCTOBER 15 - 25, 2014**

## GUANGZHOU

- October 15, Wednesday Delegates meet in Guangzhou  
Check in at the China Hotel,  
A Marriott Hotel
- October 16, Thursday Breakfast at the Hotel  
Plant tour at Guangzhou Bayer  
MaterialScience Co. Ltd  
Luncheon  
Visit to Canton Fair  
Sightseeing (Canton Tower, Huacheng  
Square)  
Leechi Bay Boat Tour  
Dinner
- October 17, Friday Breakfast at the Hotel International  
CEO Forum  
Business Matchmaking Rounds  
Business Leaders Luncheon  
Sightseeing (Chen Family Academy,  
Yuexiu Park, Guangzhou Museum,  
Beijing Pedestrian Street)  
Dinner
- October 18, Saturday Breakfast at the Hotel  
Free time & Check out  
Flight to Dalian

## DALIAN

- October 18, Saturday Arrival in Dalian  
Check in at the Shangri-La Hotel  
Free Time  
Dinner
- October 19, Sunday Breakfast at the Hotel  
Sightseeing & Lunch (Lvshun, North  
Fortress, Xinghai Square, Seaside  
Road, Tiger Sculpture Square)  
Dinner
- October 20, Monday Breakfast at the Hotel International  
CEO Forum

- Business Matchmaking Rounds  
Business Leaders Luncheon  
Visit Dalian Tiandi (Hi-Tech Zone &  
Software Park)  
Dinner Hosted by Pfizer

- October 21, Tuesday Breakfast at Hotel  
Plant tour of Dalian Pfizer Site  
Sightseeing (Tiger Beach Ocean Park,  
Green Hill Viewing Platform)  
Lunch  
Flight to Shanghai

## SHANGHAI

- October 21, Tuesday Arrival in Shanghai  
Check in at the Grand Central Hotel  
Dinner
- October 22, Wednesday Breakfast at the Hotel  
Sightseeing & Lunch (Bund and Huangpu  
River, Yuyuan Garden, Old Town)  
Tour of Dow Chemical R&D Center  
Free Time  
Dinner
- October 23, Thursday Breakfast at the Hotel International CEO  
Forum  
Business Matchmaking Rounds  
Business Leaders Luncheon  
Sightseeing  
Dinner
- October 24, Friday Breakfast at the Hotel  
Tour of Intel's R&D Center  
Back to the city & Lunch  
Sightseeing ( Jade Buddha Temple,  
Shanghai Museum, The Canal Town –  
Zhujiujiao)  
Free time  
Farewell Dinner
- October 25, Saturday Breakfast at the hotel  
Delegates finish the trade mission



# 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.

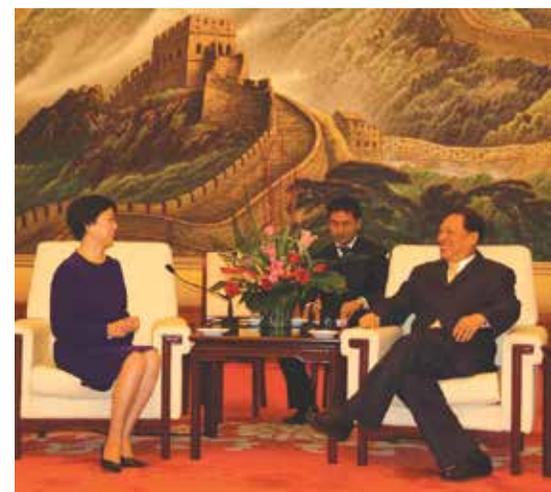
She has contributed op-ed articles to USA Today, The Washington Times, The Baltimore

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 Advocate of the Year by the U.S. Department of Commerce (2014), Woman of the Year by Boy Scouts of America and Learning for Life National Capital Area Council (2014), 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.



# U.S. DELEGATES ON ASIA TRADE MISSION



## REUBEN CHOW

Principal  
Chow Engineering  
Oakland, California



Chow Engineering, Inc., headquartered in Oakland, California USA, since 1991, has provided Design, Engineering, Consulting and Construction Services in the Industrial, Commercial and Institutional arena for both Private and Public entities. Our services support the Utilities, Power and Water, Transport, Manufacturing and other Industries. We provide Computer, Electrical, Mechanical, Civil, Structural, Geotechnical and Environmental Engineering services to meet our customers' needs. We perform Engineering, Consulting, Construction and Design-Build services in Process, Petroleum and Power Plant, Alternative Energy, Solar Energy and a range of other industries in the US and overseas.



## MELLISSA TONG

Executive Producer  
DuckPunk Productions  
Los Angeles, California



DuckPunk Productions, Inc. is a Woman and Minority-owned creative marketing and production company established in the year 2000. The company specializes in TV/radio commercials, web videos, interactive campaigns, TV programming, feature films, documentaries and Public Service Announcements. DuckPunk is a full-service production company made up of a diverse team of both local and international directors. The company combines years of Hollywood industry experience with an award-winning team whose members have shot around the globe.



## PHI NGUYEN

Attorney  
Fisher Broyles LLP  
New York, New York



FISHERBROYLES, LLP is a full service law firm for the twenty-first century. Our Law Firm 2.0® business model prioritizes the highest quality of legal services by partners who average more than 10 years of experience, while our structure maximizes efficiency, responsiveness and value. Our law firm model aligns the interests of clients and attorneys by eliminating the inefficiencies of the traditional law firm model and passing the savings to clients. Lexis Nexis® Martindale-Hubbell® and U.S. News and World Reports® has recently recognized FISHERBROYLES, LLP and its attorneys as one of the best in the United States.



**SHAWN MAK**  
 President  
 H. Saga International  
 Garden City, New York



We provide customers with international supply chain capabilities through an integrated trade and logistics solutions platform. Key service categories include raw material sourcing, factory sourcing, trading & financing, transportation management, customs & risk management, and packaging design and sourcing. Our Groups provide solutions for effective and efficient global supply.



**NIKHAT IRAM GANJU**  
 President  
 IKG Global Consultants, LLC  
 Allendale, New Jersey



IKG Global Consultants is a global service provider finding turnkey solutions for the Corporate Relocation needs. IKG has over 10 years of experience in the corporate relocation and is incorporated in United States, United Kingdom and Singapore. Navigating through unfamiliar regulations, social/cultural customs, and new surroundings can be stressful and frustrating. Learning about and becoming familiar with new financial, medical and governmental rules and regulations can be challenging.



**KHOA LE**  
 CEO & Owner  
 Kvibe Productions LLC  
 Jersey City, New Jersey

**NANCY NGUYEN**  
 Executive Assistant  
 Kvibe Productions LLC  
 Jersey City, New Jersey



**KVIBE PRODUCTIONS**  
 INSPIRED CONTENT CREATION

Imagine having the ability to send a message that could change the course of the world. Imagine having the power to profoundly affect millions of lives. Imagine providing opportunities that foster the economic growth of the world. Now, imagine cultivating an environment in which you could secure financial stability for your family and future generations. Well, that's what is constantly running through our imaginations every single day when we walk into our studio facility. It's the reason we wake up in the morning. It's the reason KVibe Productions exists. We believe in doing our part to help strengthen the economy and improve people's lives, and we believe our part is telling stories. We call ourselves filmmakers because we value the incomparable ability to send messages that can influence and shape the world on so many levels. Movies, TV programs, and reality shows are the ultimate vessels for carrying messages around the world in the shortest amount of time. We have a philosophy that if we can help businesses grow, influence people in positive ways by giving back, and raise awareness by truly leading by example, new opportunities and a strong sense of morality will arise.



**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.



**ALBERT HUI**

Owner  
Optolight  
Los Angeles, California



OptoLight is a company that started in Los Angeles, CA over a decade ago. Over the years, we have consistently provided consumers everywhere with quality LED light bulbs set at affordable prices. Today, you can find our products in retail and chain stores across the state of California.

We envision a world where light sources harness the power of efficient energy through clean technology. The LED products that we provide is one way of making this dream come true.



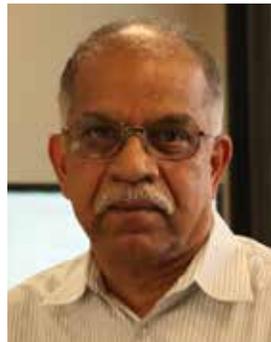
**JAMES COSTA**

COO, SSBA  
Board Advisor, Haskell  
New York, NY



Jim is a 30 year veteran of PepsiCo and has worked in Domestic and Int'l Operations, where he has served as Director of Operations Pepsi International Central Europe, Vice President of Supply Chain Pepsi Americas, Vice President of Operations Russia Pepsi Beverages International, Vice President of Operations Central States and Caribbean Pepsi Americas, and various other corporate, field related roles. Jim has a B.S. degree in Accounting from Bentley College, an MBA in Finance from Pepperdine University, and a Graduate Certificate in Logistics Operations, Supply Chain from Michigan State University. Jim is a 30 year alumni of PepsiCo where he oversaw the Global Capital, Maintenance, Repair and Operations, Marketing Equipment, and International Procurement for PepsiCo worldwide, along with a background over his career where he worked in various senior Supply Chain roles in Russia, Central Europe, Caribbean and the United States. Jim currently serves on several advisory Boards, coupled with leading SSBA restructuring efforts along with the collaboration efforts and entry of Haskell into the China and East Asian markets.

[www.ssba.com.cn](http://www.ssba.com.cn), [www.haskell.com](http://www.haskell.com)



**KC SUKUMAR**

President & CEO  
TAJ Technologies  
Mendota Heights, Minnesota



TAJ Technologies, Inc.

Founded in 1987, TAJ Technologies, Inc. (TAJ) specializes in providing quality IT services to Private sector firms and Federal and State Government agencies. TAJ delivers state of the art IT solutions to its customers by aligning top talent and the latest technologies available in the marketplace and partnering with industry leading technology firms. We are strategically aligned with our customers for their success and in meeting their goals. Our past performance builds strong and lasting relationships and we are committed to making our customers succeed in their business.

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**RENGEN LI**

USPAACC Guest  
Strategic Global program Leader  
Atlanta, Georgia

Mr. Rengen Li is Strategic Global Program Leader. He created and managed learning and development organization. He managed enterprise wide programs focused on leadership development, training and supplier diversity for a Fortune 100 (Coca-Cola) global organization. He built and managed cross-functional global teams throughout APAC and North America in support of high growth and fast moving markets. Lived and worked abroad, culturally fluent and speak Chinese.

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**ALBERT WEI**

President  
Vizion Logistics  
Lynbrook, New York



Vizion Logistics is made up of a diverse group of professionals with years of experience in the global logistics industry. The company's goal is to inform, educate, and assist companies with their supply chain process and pride themselves on their outstanding reputation in integrity, building long-term partnerships, and providing superior services within the international, freight and logistics community. Vizion's ability to communicate promptly and effectively with clients on a daily basis makes a world of difference.

# ASIA PARTICIPANTS



## **RICHARD REN**

VP, Corporate Affairs  
B & Q (China) Investment Co. Ltd.  
Vitasoy  
Guangzhou, China



B&Q (China) Co., Ltd. operates home improvement products retail stores in China. It also offers design and decoration services, including installation services for kitchen and bathrooms; and wall painting services for the Chinese apartments. The company is headquartered in Shanghai, China. B&Q (China) Co., Ltd. operates as a subsidiary of KingFisher plc.



## **XIANG ZHANG**

Beijing Representative Office  
Chief Representative  
FEI Systems  
Beijing, China



**WEICHENG XU**  
Beijing Representative  
Office Technical Manager  
FEI Systems  
Beijing, China



Headquartered in Columbia, Maryland, FEI has been a Fast 50 Asian American Business over the last three years. FEI is a leading provider of health-related Information Technology (IT) solutions. Our clients include US Federal agencies such as The Centers for Medicare and Medicaid Services (CMS), the Substance Abuse and Mental Health Services Administration (SAMHSA), and the National Institutes of Health (NIH). We are currently working with over 30 state and local governments supporting various large-scale statewide Electronic Health Record (EHR) systems and Medicaid waiver management initiatives. FEI also works with medical and research institutions domestically and internationally in the areas of global health studies, AIDS/HIV, and infectious disease prevention.

## **BIN XU**

Project Technical Senior Manager  
Hareon Solar Technology Co., Ltd.  
Shanghai, China

## **RUI ZHANG**

Project System Engineer  
Hareon Solar Technology Co., Ltd.  
Shanghai, China



Hareon Solar is a solar pioneer, and stands as a leader in today's shift to clean, renewable energy for our planet. Solar is the fastest growing energy technology in the world, and we are one of the fastest growing and largest PV companies in the world. With production facilities and services around the globe, our company manufactures high quality solar cells and modules, and has invested in PV power-plant projects worldwide.



## **RAY TONG**

Managing Director  
MSL Global Logistics  
Shanghai, China



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.



## QINFENG WANG

Strategy & Investment Director of SMG Pictures  
SMG Pictures  
Shanghai, China



Established in 2011, SMG Pictures is majority owned by Shanghai Media Group, the second largest media conglomerate in China. Throughout these years, SMG Pictures has rapidly grown into one of the most powerful filmed entertainment providers in China, with a leading capacity. SMG Pictures conducts diversified business that covers all of the crucial areas in the filmed entertainment industry, such as script development, production, distribution, artist management and entertainment marketing. It has maintained a long-term partnership with more than 60 mainstream media and more than 40 topnotch production houses around the globe. Sticking to the idea of focusing on urban lives, each year SMG Pictures presents 10-12 high-quality TV series and about 5 commercial movies. Most of the TV series, such as Dwelling Narrowness, The Brink and Ups & Downs, not only reached record-breaking ratings but also achieved top awards, while several movies such as The Flying Swords of Dragon Gate, Bodyguards and Assassins and Personal Tailor have all delivered remarkable box office performance.



## TOM MOOPENN

Regional Director for China/Hong Kong  
Vizion Logistics  
Hong Kong



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**ANDY SING**  
General Manager  
Vizion Logistics  
Guangzhou, China



**TEDDY TAI**  
General Manager  
Vizion Logistics  
Shanghai, China



## JOSEPH WONG

Senior VP, Business Development  
VXI Global Solutions  
Shanghai, China

## MIN YI CHEN

Site Director  
VXI Global Solutions  
Guangzhou, China



VXI Global Solutions is a leading provider of business services and solutions to Fortune 1000 clients doing business around the world. VXI specializes in information technology outsourcing, contact center services, and software design and development. VXI offers clients comprehensive business-to-business and business-to-consumer solutions intended to support their ongoing financial and strategic objectives. Their services leverage both classic and emerging communication channels. 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. Headquartered in Los Angeles, VXI employs over 13,000 people based in our 18 delivery centers located in the US, the Philippines, China, and Latin America.

# USPAACC ASIA TRADE MISSION SPONSORS & HOST ORGANIZATIONS

## 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's mission is to help American companies succeed in China through advocacy, information, networking and business support services.



## AMCHAM NORTHEAST CHAPTER

The Northeast China chapter was founded to help companies of all sizes to grow their business in Northeast China. The Northeast Chapter helps its members to achieve their business objectives through: effective government advocacy on the local, provincial and national level; close networking with the US Consulate and access to regular US Consulate Briefings, US Citizen Services, as well as the latest information from the consulate; frequent and engaging business networking opportunities, and impactful business support services, such as the Business Visa Program.



## AMCHAM SOUTH CHINA

The American Chamber of Commerce in South China (AmCham South China) is a non-partisan, non-profit business organization, certified in 1995 by the U.S. Chamber of Commerce in Washington D.C. AmCham South China represents more than 1,800 American and International companies doing business in South China. The mission of the American Chamber of Commerce in South China is to promote the development of trade, commerce and investment between the United States and the People's Republic of China with a special focus on South China; to provide a forum in which member businesses can identify their common interests and discuss solutions for common problems; to work with and advocate member interests with relevant organizations in South China, elsewhere in China and the United States, and to set the standards for corporate social responsibility for the community that the Chamber serves.



## AMCHAM SHANGHAI

The American Chamber of Commerce in Shanghai, known as the “Voice of American Business” in China, is the largest and fastest growing American Chamber in the Asia Pacific region. Founded in 1915, AmCham Shanghai was the third American Chamber established outside the United States. As a non-profit, non-partisan business organization, AmCham Shanghai is committed to the principles of free trade, open markets, private enterprise and the unrestricted flow of information. Its mission is to support the success of our members by promoting a healthy business environment in China, strengthening U.S.-China commercial ties and providing high-quality business information and resources.

## 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



CCPIT Dalian Sub-Council



CCPIT Guangdong Sub-Council



CCPIT Shanghai Sub-Council

## 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.



## 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.



# ASIA PARTICIPANTS CORPORATIONS

## ACCENTURE

CHRISTINA LI

Manager, Government Affairs



Accenture is one of the world's leading organizations providing management consulting, technology and outsourcing services, with more than 293,000 employees; offices and operations in more than 200 cities in 56 countries; and net revenues of \$28.6 billion for fiscal 2013.

Their four growth platforms—Accenture Strategy, Accenture Digital, Accenture Technology, Accenture Operations—are the innovation engines through which we build world-class skills and capabilities; develop knowledge capital; and create, acquire and manage key assets central to the development of integrated services and solutions for our clients.



## AMGEN

JOE CHEN

Global Strategic Sourcing



Amgen is committed to unlocking the potential of biology for patients suffering from serious illnesses by discovering, developing, manufacturing and delivering innovative human therapeutics. This approach begins by using tools like advanced human genetics to unravel the complexities of disease and understand the fundamentals of human biology.

Amgen focuses on areas of high unmet medical need and leverages its biologics manufacturing expertise to strive for solutions that improve health outcomes and dramatically improve people's lives. A biotechnology pioneer since 1980, Amgen has grown to be the world's largest independent biotechnology company, has reached millions of patients around the world and is developing a pipeline of medicines with breakaway potential.



DEUY FAN

Vice President, Food Service

Aramark China

## ARAMARK



Aramark delivers experiences that enrich and nourish people's lives through innovative services in food, facilities management, and uniforms. We provide award-winning services to healthcare institutions, universities and school districts, stadiums and arenas, and businesses in 22 countries around the world.

As a leader in a large, growing market, Aramark proudly serves its blue chip client base through high quality service and innovation to meet their evolving needs. With safety, quality and service excellence as core values that define the company, Aramark is also committed to responsibly addressing issues that matter to our clients, customers, employees, shareholders and communities by focusing on employee advocacy, environmental stewardship, health and wellness, and community involvement.



GEOFF KENNEDY

Centre of Excellence  
Director of Food Service  
Aramark China



STEVEN ZHANG

Sales Director of B&I  
Aramark China



JOHNNY AN

Director of Supply Chain  
Aramark China



## BAYER CHINA

Bayer is a global enterprise with core competencies in the fields of health care, agriculture and high-tech polymer materials. As an innovation company, it sets trends in research-intensive areas. Bayer's products and services are designed to benefit people and improve the quality of life. At the same time, the Group aims to create value through innovation, growth and high earning power.

Bayer is committed to the principles of sustainable development and acts as a socially and ethically responsible corporate citizen. In fiscal year 2013, Bayer employed 113,200 people and had sales of €40.2 billion. Capital expenditures amounted to €2.2 billion, R&D expenses to €3.2 billion.

**MENGSHENG HE**  
Vice President,  
Liaison Office &  
Government Affairs



**BEICHUAN LI**  
General Manager of  
Guangzhou Bayer  
MaterialScience Co.,Ltd.



**JUN (ADA) CHEN**  
Government Affairs  
Manager, Liaison  
Office Greater China



## CHINA COMMUNICATIONS CONSTRUCTION COMPANY (CCCC)



**LIANHUYU ZHU**  
President

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



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.

**HONG WEN**  
Vice President & General  
Manager, Greater  
China Region



**CLARE MENG**  
Director of Employee  
Experience APJC and Global  
Business Service Dalian Site  
Lead



**OLINA BI**  
Client Service  
Representative,  
Employee Experience  
APJC



**VICKY SHANG**  
Administrative  
Assistant



**JOHNNY LI**  
Operating Unit General  
Manager-Liaoning

## 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.



**JOHNNY ZHANG**  
Director of Deloitte  
Global Chinese  
Services Group (CSG)

## DELOITTE



Deloitte” is the brand under which tens of thousands of dedicated professionals in independent firms throughout the world collaborate to provide audit, consulting, financial advisory, risk management, and tax services to selected clients. Deloitte Greater China is one of the leading professional services providers with 22 offices in Beijing, Hong Kong, Shanghai, Taipei, Chengdu, Chongqing, Dalian, Guangzhou, Hangzhou, Harbin, Hsinchu, Jinan, Kaohsiung, Macau, Nanjing, Shenzhen, Suzhou, Taichung, Tainan, Tianjin, Wuhan and Xiamen in Greater China. We have nearly 13,500 people working on a collaborative basis to serve clients, subject to local applicable laws. The Deloitte brand first came to China in 1917 when a Deloitte office was opened in Shanghai. Now the Deloitte China network of firms, backed by the global Deloitte network, deliver a full range of audit, tax, consulting and financial advisory services to local, multinational and growth enterprise clients in China. We have considerable experience in China and have been a significant contributor to the development of China’s accounting standards, taxation system and local professional accountants.



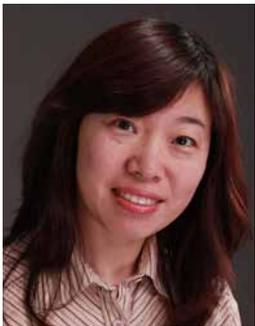
**LEO YANG**  
Partner, Tax & Business  
Advisory Services



**CAESAR WONG**  
Partner, Tax & Business  
Advisory

**HANNAH JIN**  
Manager, Tax and Business  
Advisory Services

**MOLLY YANG**  
Assistant Manager, Chinese  
Services Group



**BELINDA TAN**  
North Regional HR  
Lead in Dell China

## DELL



Dell Inc. is an American privately owned multinational computer technology company based in Round Rock, Texas, United States, that develops, sells, repairs and supports computers and related products and services and is one of the largest technological corporations in the world, employing more than 103,300 people worldwide. The company is well known for its innovations in supply chain management and electronic commerce, particularly its direct-sales model and its “build-to-order” or “configure to order” approach to manufacturing—delivering individual PCs configured to customer specifications. Dell was a pure hardware vendor for much of its existence, but with the acquisition in 2009 of Perot Systems, Dell entered the market for IT services. The company has since made additional acquisitions in storage and networking systems, with the aim of expanding their portfolio from offering computers only to delivering complete solutions for enterprise customers. Dell is listed at number 51 in the Fortune 500 list. In 2013 it was the third largest PC vendor in the world after Lenovo and HP. Dell is currently the #1 shipper of PC monitors in the world.



**ADAM LIVERMORE**  
Partner & Regional  
Manager

## DEZAN SHIRA & ASSOCIATES

Dezan Shira & Associates is a specialist foreign direct investment practice with a pan-Asian presence. Since its establishment in 1992, the firm has grown into one of Asia's most versatile full-service consultancies with operational offices across China, Hong Kong, India, Singapore and Vietnam, Dezan Shira Asian Alliance member-firms in Indonesia, Malaysia, Philippines and Thailand, as well as liaison offices in the United States, Italy and Germany. Dezan Shira & Associates is one of the very few firms able to provide a spread of local, Asian and global expertise. This ranges from advising on country operational comparisons, including pan-Asian regulatory, tax and labour comparisons, in addition to advising on the strategic use of bilateral and multilateral tax and free trade agreements. It also advises and services clients requiring pan-Asian treasury and payroll management structures. At a local level, Dezan Shira & Associates provides due diligence, tax and business advisory, corporate establishment, compliance advisory, accounting, financial review services and audit capabilities to multinationals investing in each of the countries it operates in.



**MARIA KOTOVA**  
Senior Associate

**AMELIA TSUI**  
Marketing Associate



**XIAOPENG NIU**  
Government Affairs  
Manager

## DOW CHEMICAL



Dow (NYSE: DOW) combines the power of science and technology to passionately innovate what is essential to human progress. The Company connects chemistry and innovation with the principles of sustainability to help address many of the world's most challenging problems such as the need for clean water, renewable energy generation and conservation, and increasing agricultural productivity. Dow's integrated, market-driven, industry-leading portfolio of specialty chemical, advanced materials, agrosiences and plastics businesses delivers a broad range of technology-based products and solutions to customers in approximately 180 countries and in high growth sectors such as packaging, electronics, water, coatings and agriculture. In 2013, Dow had annual sales of more than \$57 billion and employed approximately 53,000 people worldwide. The Company's more than 6,000 products are manufactured at 201 sites in 36 countries across the globe.



**BETTY ZHAO**  
General Manager

## DTZ



DTZ is a global leader in property services. We build enduring partnerships, based on mutual respect and a shared understanding of each client's diverse needs.

With beginnings in 1784, DTZ's strength, stability and tenacity continue to sustain our growth. We invest in our people, who provide an outstanding client experience. Serving many of the world's greatest companies today, DTZ's 24,200 people in 208 offices in 52 countries offer integrated operations throughout Europe, the Middle East, Africa, Asia Pacific and the Americas.

Our pride in everyday excellence reflects the exacting requirements of occupiers, developers, owners and investors. Responsive and alert to today's fast-evolving world, DTZ creates solutions for a safe and prosperous future. We are transforming the world of property services.



**JOYCE HAN**  
BM Manager



**Building a better  
working world**

## **ERNST & YOUNG**

Ernst & Young (known as EY) is a multinational professional services firm headquartered in London, United Kingdom. It was the third largest professional services firm in the world by aggregated revenue in 2012 and is one of the “Big Four” audit firms. The organization operates as a network of member firms which are separate legal entities in individual countries. It has 190,000 employees and more than 700 offices in over 150 countries. It provides assurance (including financial audit), tax, consulting and advisory services to companies.

The firm dates back to 1849 with the founding of Harding & Pulein in England. The current firm was formed by a merger of Ernst & Whinney and Arthur Young & Co. in 1989. It was known as Ernst & Young until 2013, when it underwent a rebranding to EY. The acronym “EY” was already an informal name for the firm prior to its official adoption.

**RIO CHAN**  
Partner  
Guangzhou, China

**CAROL LIU**  
Senior Manager  
Guangzhou, China



**JOYCE WANG**  
Government Affairs  
Manager

## **FORD**



The Ford Motor Company (also known as simply Ford) is an American multinational automaker headquartered in Dearborn, Michigan, a suburb of Detroit. It was founded by Henry Ford and incorporated on June 16, 1903. The company sells automobiles and commercial vehicles under the Ford brand and most luxury cars under the Lincoln brand. Ford also owns Brazilian SUV manufacturer, Troller, and Australian performance car manufacturer FPV. Ford owns a 2.1% stake in Mazda of Japan, a 15% stake in Aston Martin of the United Kingdom, and a 49% stake in Jiangling of China. It also has a number of joint-ventures, two in China (Changan Ford Mazda and Ford Lio Ho), one in Thailand (AutoAlliance Thailand), one in Turkey (Ford Otosan), and one in Russia (Ford Sollers). It is listed on the New York Stock Exchange and is controlled by the Ford family, although they have minority ownership.



## INGERSOLL RAND



**JOHN ZHANG**  
Vice President,  
Procurement, API

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.



**JACKIE LA JOIE**  
Manager, Supplier Diversity  
Davidson, North Carolina

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## INTEL



**JACKSON HE**  
General Manager

Intel Corporation, founded in 1968, is an American multinational corporation headquartered in Santa Clara, California. Intel is one of the world's largest and highest valued semiconductor chip makers, based on revenue. It is the inventor of the x86 series of microprocessors, the processors found in most personal computers. Intel was an early developer of SRAM and DRAM memory chips, and this represented the majority of its business until 1981. Although Intel created the world's first commercial microprocessor chip in 1971, it was not until the success of the personal computer (PC) that this became its primary business. During the 1990s, Intel invested heavily in new microprocessor designs fostering the rapid growth of the computer industry. During this period Intel became the dominant supplier of microprocessors for PCs, and was known for aggressive and sometimes illegal tactics in defense of its market position, particularly against Advanced Micro Devices (AMD), as well as a struggle with Microsoft for control over the direction of the PC industry. Intel has also begun research into electrical transmission and generation. Intel has recently introduced a 3-D transistor that improves performance and energy efficiency. In June 2013, Intel unveiled its fourth generation of Intel Core processors (Haswell) in an event named Computex in Taipei.

**YANHONG HU**  
Director of China  
Public Affairs

**YANLAI WU**  
Public Affairs Manager  
for Shanghai/East China



**FLORIA XIE**  
Trade Director of  
North America

## 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.



**Sophia Yin**  
Business Development  
Manager



**Daisy Lu**  
Business Development  
Manager



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

## 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.



**HONGWEI XIAO**  
Procurement & Distribution  
Director



**STARRY XIE**  
Regional Director, Asia  
Pacific Regional Strategic  
Sourcing Team



**TING MENG**  
Senior Manager,  
Assurance

## PRICEWATERHOUSECOOPERS



PwC focuses on audit and assurance, tax and consulting services. Additionally, in the US, PwC concentrates on 16 key industries and provides targeted services that include — but are not limited to — human resources, deals, forensics, and consulting services. We help resolve complex issues and identify opportunities. We bring a global perspective along with in-depth knowledge of local, state and US issues. In 1998, Price Waterhouse and Coopers & Lybrand merged to create PricewaterhouseCoopers. We have a long history of delivering value-added professional services to our clients. Our accounting practice originated in London during the mid-1800's. Our reputation lies in building lasting relationships with our clients and a focus on delivering value in all we do. Let us apply our world-class capabilities to your business goals.



**MAGGIE MIAO**  
General Manager  
Regus Dalian Branch

## REGUS



Regus is the world's largest provider of flexible workplaces. Over a million customers a day benefit from our locations spread across almost 100 countries. With our ever expanding range of innovative products and services we enable people to work their way whether it's from home, on the road or from an office.

Regus is a global organization with more than 1500 business centers across some 600 cities. We were founded in Brussels in 1989, are currently headquartered in Luxembourg and our shares are listed on the London Stock Exchange. We have more than a million customers including half of the Fortune 500, as well as hundreds of thousands of start-ups, small and medium-sized companies across every sector.



**WALTER DIAS**  
Managing Director, Sales  
& Marketing, Greater  
China & Korea  
Hong Kong

## UNITED AIRLINES



United is the world's leading airline and is focused on being the airline customers want to fly, the airline employees want to work for and the airline shareholders want to invest in. Highlights of United Airlines include: World's most comprehensive global route network, including world-class international gateways to Asia and Australia, Europe, Latin America, Africa and the Middle East with non-stop or one-stop service from virtually anywhere in the United States; A modern fleet which is the most fuel-efficient among U.S. network carriers (when adjusted for cabin size); Industry-leading loyalty program that provides more opportunities to earn and redeem miles worldwide; and Optimal hub locations, including hubs in the four largest cities in the United States. Other facts include: 374 Destinations (airports served), 233 Domestic destinations (airports served), 141 International destinations (airports served), 59 Countries Served, 5,229 Daily Departures, and 139 Million passengers in 2013.



**WU YING**  
Manager, Public Affairs

## UPS



Founded in 1907 as a messenger company in the United States, UPS has grown into a multi-billion-dollar corporation by clearly focusing on the goal of enabling commerce around the globe. Today, UPS is a global company with one of the most recognized and admired brands in the world. We have become the world's largest package delivery company and a leading global provider of specialized transportation and logistics services. Every day, we manage the flow of goods, funds, and information in more than 200 countries and territories worldwide.



**BRIAN LIU**  
Sales Manager



**GRACE WONG**  
Sales Manager



**KATHY GU**  
Sales Manager,  
Business  
Development

# GOVERNMENT OFFICIALS QUASI-GOVERNMENT & BUSINESS ORGANIZATIONS



**NATHALIE  
HELGASON**  
Executive Committee  
Member

## AMCHAM NORTHEAST CHINA CHAPTER



The Northeast China chapter was founded to help companies of all sizes to grow their business in Northeast China. The Northeast Chapter helps its members to achieve their business objectives through:

effective government advocacy on the local, provincial and national level; close networking with the US Consulate and access to regular US Consulate Briefings, US Citizen Services, as well as the latest information from the consulate; frequent and engaging business networking opportunities, and impactful business support services, such as the Business Visa Program.



**TRACY PAN**  
Manager



**HARLEY SEYEDIN**  
President

## AMCHAM SOUTH CHINA



The American Chamber of Commerce in South China (AmCham South China) is a non-partisan, non-profit business organization, certified in 1995 by the U.S. Chamber of Commerce in Washington D.C. AmCham South China represents more than 1,800 American and International companies doing business in South China. The mission of the American Chamber of Commerce in South China is to promote the development of trade, commerce and investment between the United States and the People's Republic of China with a special focus on South China; to provide a forum in which member businesses can identify their common interests and discuss solutions for common problems; to work with and advocate member interests with relevant organizations in South China, elsewhere in China and the United States, and to set the standards for corporate social responsibility for the community that the Chamber serves.



**LI SI**  
General Manager



**AVA XING**  
Event & International  
Programs Director



**WING XIAN**  
Event & International  
Programs Manager



**KELLY HE**  
Area Development Manager



**SCOTT WILLIAMS**  
Vice President,  
Programs & Services

## AMCHAM SHANGHAI



The American Chamber of Commerce in Shanghai, known as the “Voice of American Business” in China, is the largest and fastest growing American Chamber in the Asia Pacific region. Founded in 1915, AmCham Shanghai was the third American Chamber established outside the United States. As a non-profit, non-partisan business organization, AmCham Shanghai is committed to the principles of free trade, open markets, private enterprise and the unrestricted flow of information. Its mission is to support the success of our members by promoting a healthy business environment in China, strengthening U.S.-China commercial ties and providing high-quality business information and resources.



**VELI-ANTTI  
RUISMAKI**  
SME Center Senior  
Associate

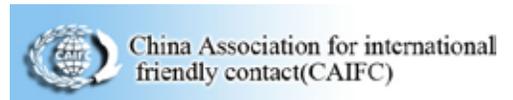


**LYDIA LI**  
SME Center Associate



**HUAILIANG DAI**  
Secretary

## CHINA ASSOCIATION FOR INTERNATIONAL FRIENDLY CONTACT - BEIJING COUNCIL



China Association for International Friendly Contact (CAIFC), established in Beijing in 1984, is a social organization devoted to fostering international and regional people-to-people friendly exchanges. It has local branches in all the provinces, municipalities directly under the central government, autonomous regions and some major cities in mainland China. CAIFC has developed friendly and cooperative relationship with more than 60 countries and regions, and carried out friendly exchanges in political, economic, social, cultural and other areas. It establishes close ties with government agencies, political parties and groups and prominent political figures in many foreign countries, making positive contributions to the enhancement of mutual understanding and trust, as well as the healthy development of bilateral relations between China and the rest of the world.

## 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.



### CCPIT DALIAN SUB-COUNCIL

KAIHUA ZHANG Chairman	ZHENMING DONG Vice Chairmn	RONGHUI YUAN Director, Business Consultancy Department	LIN LIN Business Consulting Division	SUN YING Business Consulting Division
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### CCPIT GUANGDONG SUB-COUNCIL

HE HUANG  
Liaison  
Department



### CCPIT SHANGHAI SUB-COUNCIL

LIJUN DU International Business Division	YUNXUAN ZHANG International Business Division
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## DALIAN FOREIGN TRADE AND ECONOMIC COOPERATION BUREAU

HEMING LI  
Chief of Foreign Liaison Office

## DALIAN SOFTWARE INDUSTRY ASSOCIATION

Dalian Software Industry Association (abbreviated as: DSIA) was founded in 1992, it is a non-profit organization voluntarily formed by enterprises in software and information service industry from Dalian. The current president is Mr. Li Yuanming who is also the CEO of Baiyi Software Co. Ltd. With more than 700 members in the association, DSIA is a community organization representing the interests of IT and software industry. Its mission is to be the gateway between government and business sectors, to connect business, to support government, and to promote industrial development.

DING ZONGAN General Secretary	JAMES QIN Vice General Secretary
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**GRACE ZHAO**  
Senior Manager –  
Commercial Operation

## DALIAN TIANDI (HI-TECH DEVELOPMENT ZONE)

Dalian Tiandi is developed in partnership through Shui On Land Ltd. and Shui On Construction and Materials – and Dalian’s own Yi Da Group. It is located in China’s northeast Liaoning Province. Strategically situated at the midpoint of South Lvshun Road Software Industry Belt, Dalian Tiandi extends across a 10 kilometer range. It features a total planned area of 26.5 square kilometers with a gross floor area of 3.54 million square meters, and is envisioned as a superb new urban center.

Dalian Tiandi is composed of two major plates, from Hekou Bay on its east to Huang Ni Chuan at the north. With two plates interlinked and combined to serve a common prospect: providing a perfect place for green-living enthusiasts and knowledge workers to experience world class Lifestyles of Health and Sustainability – LOHAS, upon its completion, Dalian Tiandi will shine as a modern, vibrant community that helps to leverage Dalian in becoming an international metropolis.

## U.S. CONSULATE GENERAL IN CHINA

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.



**THE HONORABLE  
JENNIFER GALT**  
U.S. Consul General, Guangzhou



**THE HONORABLE  
HANSCOM SMITH**  
U.S. Consul General, Shanghai



**THE HONORABLE  
SCOTT WEINHOLD**  
U.S. Consul General, Shenyang



**ERIC WOLFF**  
Deputy Principal Commercial  
Officer U.S. Consulate General,  
Shanghai



**JOSHUA HALPERN**  
Deputy Principal Commercial  
Officer U.S. Consulate  
General, Shanghai



**STEVE GREEN**  
Principal Commercial Officer  
U.S. Consulate General,  
Shenyang



**DAVID REYNOLDS**  
ECON Officer  
U.S. Consulate General,  
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**JAMES RIGASSIO**  
Deputy Principal Commercial  
Officer U.S. Consulate General,  
Guangzhou



**MICHAEL MIDDLETON**  
Commercial Officer  
U.S. Consulate General,  
Guangzhou

**EVELYN ZHOU**  
Commercial Specialist  
U.S. Consulate General,  
Shenyang

**MINI TIAN**  
Commercial Assistant  
U.S. Consulate General,  
Guangzhou

# USPAACC ASIA TRADE MISSION TEAM

Susan Au Allen

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JP Torres

Janice Tu

Phong Tran

Michelle Yin

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Mihyun Yun

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# CONTACT INFORMATION

## GUANGZHOU

### China Hotel, A Marriott Hotel

122 Liu Hua Lu

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Phone: 0086 (20) 8666 6888

### Taxi Bookings:

广俊 ( GuangJun ) 020-86231800

白云 ( BaiYun ) 020-83600000

广州交通 ( GuangZhou JiaoTong ) 96122

### Nearest Hospital:

广州军区广州总医院 General Hospital of Guangzhou Military Command of PLA Guangzhou City, Guangdong Province, Liu Hua Road, No. 111

Phone: 020-88653114

<http://www.gzzyy.com/Index>

广州市第一人民医院 Guangzhou First People' s Hospital  
The 1st Fu Road, Guangzhou City Zip Code: 510180

Phone: 020-81048888

<http://www.gzhosp.cn>

## DALIAN

### Shangri-La Hotel Dalian

66 Renmin Road

Dalian, 116001 China

Phone: (86 411) 8252 5000

### Taxi bookings:

大连大众出租汽车有限公司 Da Zhong Taxi  
Company 0411-82883688

大连大唐出租汽车有限公司 Da Tang Taxi  
Company 0411-82771918

大连万恒出租汽车有限公司 Wan Heng Taxi  
Company 0411-84646492

### Nearest Hospital:

大连大学附属中山医院 (Affiliated Zhongshan Hospital of Dalian University)

Address: 大连市解放街6号 No.6 Jiefang Street, Dalian City.

Phone: +86 0411 6289-3028



## SHANGHAI

### The Grand Central Hotel Shanghai

505 Jiujiang Road, Huangpu District  
Shanghai, 200001 China,  
Phone: (0086)-21-53538888

#### Taxi Bookings:

大众 (Da Zhong) +86 021 96822  
强生 (Qiang Sheng) +86 021 62580000  
锦江 (Jing Jiang) +86 021 96961

#### Nearest Hospital:

华东医院 (外宾就诊部) Hua Dong Hospital  
(overseas guest department)  
Address: 延安西路221号5号楼 5 Tower, No. 221,  
Yan An (w) Road  
Telephone: +86 021 6248 3180

## GUANGZHOU

### U.S. Consulate General in Guangzhou

FHuaxia Road, Zhujiang New Town, (near Exit B1 of the  
Zhujiang New Town subway station, Line 3 and Line 5),  
Tianhe District, 510623, Guangzhou, China  
Tel: (86-20) 3814-5000

#### Information Resources Center

43 Huajiu Road, Zhujiang New Town, Tianhe District,  
Guangzhou 510623, China  
Tel: (86-20)3814-5100  
Email: IRCGZ@state.gov  
QQ: 1323836223  
Every Tuesday and Thursday afternoon from 1pm to 4pm. No  
appointment needed.

#### American Citizen Services

(does NOT answer any visa-related inquiries)  
43 Hua Jiu Road, Zhujiang New Town, Tianhe District,  
Guangzhou, 510623, China  
Tel: (86-20) 3814-5775 from within China or (011-8620) 3814-  
5775 from the U.S.  
Regular Hours: Monday to Friday, 8:30 am-11:30 am & 1:00  
pm-3:00 pm. Excluding U.S. and Chinese holidays.  
After Hours Emergencies: (010) 8531-4000 from within China  
or (011-8610) 8531-4000 from the U.S.  
Fax: (86-20) 3814-5572  
Email: GuangzhouACS@state.gov

#### U.S. Commercial Service – Guangzhou

43 Huajiu Road, Zhujiang New Town, Tianhe District,  
Guangzhou 510623, China  
Tel: (86-20) 3814-5000  
Fax: (86-20) 3814-5310  
Email: Office.Guangzhou@trade.gov

## DALIAN

### U.S. Consulate General in Shenyang

52, 14th Wei Road, Heping District, Shenyang,  
Liaoning110003, China  
Tel: (86-24) 2322-1198  
Fax: (86-24) 2322-2374

#### Information Resources Center

Tel: (86-24) 2322-2976  
Fax: (86-24) 2322-1505 Regular Hours: Monday to Friday from 9:00  
am- 11:30 am, and 1:30 pm - 5:00 pm by Appointment Only.

#### American Citizen Services

Tel: (86)-(24)-2335-5188 or 2322-1198 ext. 5188  
Fax: (86)-(24)-2323-1465  
Regular Hours (Appointment Only): Monday and Thursday, 1:00  
pm-4:00 pm  
Emergencies: (0)137-0988-9307 (calling from China) or 011-86-137-  
0988-9307 (calling from the United States)  
Email: shenyangACS@state.gov

#### U.S. Commercial Service - Shenyang

52 Shi Si Wei Road, Heping District, Shenyang,  
Liaoning 110003, China  
Tel: (86-24) 2322-1198  
Fax: (86-24) 2322-2206  
Email: Office.Shenyang@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: ShanghaiIRC@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  
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Fax: (86-21) 6279-7639  
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