

# Trade Mission to China

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## Led by DCED Secretary Dennis Yablonsky | November 5-13, 2007

### JOIN US!

Pennsylvania's Secretary of Community and Economic Development Dennis Yablonsky is leading the upcoming multi-sector trade mission to key industrial cities in eastern China. The purpose of this mission is to assist PA companies in exporting their products and services.

Meeting face-to-face with prospective customers is crucial to establishing the relationships that play an important role in business. Your business objectives for this mission are our primary concern. Travel itineraries are personalized - tailoring all business appointments and meeting locations to accommodate your company's individual needs.

You will receive:

- > Pre-arranged one-on-one business appointments with interested distributors, agents, etc.
- > Detailed information about each company provided in advance
- > An average of up to 3-5 meetings per day
- > Hotel reservations within the Commonwealth's block booking
- > A better understanding of the Chinese business culture
- > Services of the Commonwealth's representatives in China
- > Follow-up. Our staff will assist you in all aspects of the follow-up process after the mission

### REGISTRATION

- > **Deadline is August 15, 2007**
- > Companies are responsible for all travel and business related expenses
- > Fee to participate is **\$300**, plus travel expenses

### TRADE MISSION ITINERARY

<b>November 4</b>	Arrive in Beijing
<b>November 5</b>	Company meetings in Beijing
<b>November 6</b>	AM meetings in Beijing
<b>November 7</b>	AM meetings in Tianjin
<b>November 8-9</b>	Company meetings in Shanghai
<b>November 12</b>	AM meetings in Suzhou
<b>November 13</b>	Depart Shanghai for PA

### WHY CHINA AND THESE CITIES?

China's private sector is growing rapidly and is a major player in the global economy. In 2001, China was Pennsylvania's 11th largest trading partner, today it is 3rd. PA exports to China **increased over 35%** in 2006, totaling almost **\$1.3 billion**.

The Chinese market and its one billion plus population present profitable and diverse opportunities for **Pennsylvania exporters** with the right products, services and commitment.

**Leading sectors** for PA exports include: fertilizer and pesticides; air traffic control equipment; airport security equipment; automotive components; coal mining; construction equipment; machine tools and semi-conductors; medical equipment; education and training; power generation and water treatment.

Two of China's five principal duty-free import/export zones are located in **Shanghai** and **Tianjin**. China continues to promote the Tianjin New Coastal District to drive regional economic growth.

**Beijing** and Tianjin will be upgrading water plants and piping systems as part of the South-to-North Water Diversion Project. In addition, Beijing's new airport is currently under construction.

**Suzhou**, a city of 7 million located 1 hour west of Shanghai, is the model of China's recent development. Specifically, the delegation will visit Suzhou Industrial Park home to more than 26 Fortune 500 companies, as well as divisions of PA companies PPG, Alcoa, FMC and Kulicke & Soffa.

### CONTACT

For additional information, contact:

**Robin Fisher**  
 Center for Trade Development  
 Phone: 717.720.7363  
 E-mail: [rfisher@state.pa.us](mailto:rfisher@state.pa.us)  
[newPA.com/trade](http://newPA.com/trade)

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## PARTICIPATION AGREEMENT

**Attention: Robin Fisher | Fax: 717.772.5106**

A \$300 participation check must accompany this form.

**Registration deadline is August 15, 2007.**

Please make your check payable to the *Commonwealth of Pennsylvania* and forward with a copy of this agreement to:

Pennsylvania Department of Community and Economic Development  
Office of International Business Development / Attn: Robin Fisher  
400 North Street, 4th Floor  
Commonwealth Keystone Building  
Harrisburg, Pennsylvania 17120-0225

COMPANY NAME:		
ADDRESS:		
CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	
COMPANY CONTACT:	TITLE:	
E-MAIL:	WEBSITE:	

As a duly authorized representative of the above-named company, I have read, understand and agree to the following terms with regard to being a participating company in the Pennsylvania Trade Mission to China:

- > Only Products of 51% Pennsylvania or U.S. content and/or value-added products may be represented as part of the participating company's products/services.
- > No foreign produced items may be included, except items from foreign countries that have been processed or value-added in Pennsylvania.
- > The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- > In the event the participating company withdraws from the Pennsylvania Trade Mission to China, the participating company will be subject to forfeiture of the entire participation fee.
- > All participating companies must provide information on the results attained through participation in the Pennsylvania Trade Mission to China to the Pennsylvania Department of Community and Economic Development. "Results" are current and future sales and dealings transacted as an outcome of participating in the Pennsylvania Trade Mission to China.
- > Participating companies assume all risks of participation in the Pennsylvania Trade Mission to China.

\_\_\_\_\_  
Authorized Representative (print)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date