



# “ACCESS CHINA 2012”

*Xiamen • Nanjing • Changzhou • Shanghai*

## Join Us for CIFIT and Yangtze River Delta Trade Mission

September 5-13, 2012

### JOIN US

**WORLD TRADE CENTER San Diego (WTCSD)**, with the support of the California State Trade and Export Promotion (STEP), will lead a trade mission to China September 5-13<sup>th</sup> to promote California exports and explore business opportunities. The delegation will participate in the **16<sup>th</sup> annual China International Fair for Investment and Trade (CIFIT)** in **Xiamen**. After CIFIT, the trade mission will visit **Nanjing, Changzhou, and Shanghai**-- three dynamic cities in one of China's most prosperous regions, the Yangtze River Delta.

Visit <http://www.wtcsd.org/asia-desk/access-china-2012> to sign up or learn more.

### KEY BENEFITS

- Join business/government leaders from throughout California
- Harness the World Trade Centers Association's global network for facilitating international trade
- Develop export markets and business opportunities in southern and eastern China, two major hubs for China's commerce and industry
- Provide exposure for your products and services to visitors from all regions of China and the world during CIFIT
- Attend CIFIT's investment and trade seminars/forums
- Gain access to key players and business leaders in China through pre-arranged meetings and matchmaking services
- Minimize your costs and time with our travel logistics services and pre and post-fair assistance
- Qualified California SMEs are eligible to receive \$1,000 towards their trade mission participation

### FEATURED DESTINATIONS

#### CIFIT & Xiamen:



CIFIT, organized by China's Ministry of Commerce, is currently the largest international fair for investment and trade in China. Major components of CIFIT include: investment/trade exhibition, forums and seminars on bi-lateral investment and trade, and project matchmaking symposia. CIFIT is unique in combining investment and trade, exhibition with project negotiation, project promotion with policy consultation, as well as policy seminars with information releases. These comprehensive services make CIFIT the premier event for foreign and domestic businesses and governments. More information about CIFIT can be found at the official CIFIT web site: [www.chinafair.org.cn/english/index](http://www.chinafair.org.cn/english/index). Xiamen is one of China's first four Special Economic Zones and a regional economic hub for international trade, manufacturing, financial services and international conferences.



## Nanjing:

Nanjing, once the nation's capital city, is becoming an important commercial center in China. In 2010, Nanjing's GDP ranked 14th in the country. The city features traditional industries such as electronics, automobile, petrochemical, iron and steel, and power, as well as new hi-tech and biotech industries. Nanjing's services industry is also robust, accounting for 44 percent of the city's GDP. Nanjing is well-known for its various industrial and development zones, such as Nanjing Baixia Hi-Tech Industrial Zone, Nanjing Economic and Technological Development Zone, and Nanjing Export Processing Zone, which play important roles in Nanjing's economic development. On average, two new foreign firms establish offices in Nanjing every day.

## Changzhou:



With a central location, developed infrastructure, and efficient investment services provided by local government, Changzhou has been increasing its economic presence in the Yangtze River Delta. Changzhou has remained as one of the most developed cities in Jiangsu Province, ranked third after Suzhou and Wuxi. Its GDP increased at an average annual growth rate of 18 percent between 2005 and 2009. The Changzhou Municipal Government is prioritizing five "pillar" industries: machinery, electronics and information technology, renewable energy, advanced materials, and bio-pharmaceuticals. According to Forbes, Changzhou was deemed the 9th best city for business in China in 2008.

## Shanghai:



Located at the mouth of the Yangtze River Delta on China's eastern coast, Shanghai has become the center for finance and trade in China. With a population of over 20 million, Shanghai is characterized by its international/cosmopolitan feel, strong base in manufacturing and technology, superb transportation and communication infrastructure and highly educated and modernized workforce.

## SIGN UP TODAY TO JOIN US!

Visit <http://www.wtcsd.org/asia-desk/access-china-2012> for more information

**Wednesday Sept. 5**  
9:55am

**California to Shanghai**  
Depart California for Shanghai via United Airlines

**Sunday Sept. 9**  
(morning)

**Xiamen/CIFIT to Nanjing**  
Investment Environment Introduction/Regional Promotion Matchmaking Meetings Evening flight to Nanjing

**Thursday Sept. 6**  
5:30pm

**Shanghai to Xiamen**  
Arrive in Shanghai. After immigration and customs, connect to Xiamen. Arrive in Xiamen. Transfer to hotel

(afternoon)  
(night)

**Monday Sept. 10**  
(morning)  
(afternoon)  
(night)

**Nanjing**  
Site visit (TBD)  
Matchmaking Meetings  
Evening boat ride on the Qin Huai River - a successful re-development project of Nanjing.

**Friday Sept. 7**  
(morning)

**Xiamen/CIFIT**  
Gulangyu Tour— visit the local historical sites "Piano Island" and Sunlight Rock  
Attend CIFIT Welcome Banquet

(night)

**Tuesday Sept. 11**  
(morning)  
(morning)  
(afternoon)  
(night)

**Nanjing to Changzhou**  
Bullet train to Changzhou  
Site visit (TBD)  
Matchmaking meetings  
Reception (TBD)

**Saturday Sept. 8**  
(morning)  
(morning)  
(afternoon)  
(evening)  
(night)

**Xiamen/CIFIT**  
CIFIT Opening Ceremony  
International Investment Forum  
WTCA Forum & Networking  
WTCA Cocktail Reception  
Cultural Performance

**Wednesday Sept. 12**  
(morning)  
(morning)

**Changzhou to Shanghai**  
Bullet train to Shanghai  
US Commercial Service Briefing

(afternoon)	Free for your own business appointments, sightseeing, shopping, etc.	<b>Thursday Sept. 13</b> 12:10pm	<b>Shanghai to California</b> Depart Shanghai for California via United Airlines or continue your business trip in Asia
(night)	Farewell dinner & de-briefing	12:20pm	Arrive in California

*\*Itinerary subject to change*

**Payment Terms: \$5,500** per participant

\*\*\*Qualified California SMEs are eligible to receive a reimbursement of **\$1,000** towards their trade mission participation costs! Eligibility requirements, as determined by California State Trade and Export Promotion (STEP), in conjunction with Small Business Administration (SBA), can be found at: <http://www.californiastep.org/registration>.

- A \$500 non-refundable deposit is required upon reservation
- Full payment (\$5,500) is required by **August 1, 2012**. Payment by CHECK required. Credit cards are not accepted
- California SMEs will be reimbursed \$1,000 *post-trade* mission, assuming they adhere to STEP eligibility requirements

**Price Includes:**

- Pre and post-mission briefings
- Round-trip economy class airfare from San Diego, Los Angeles, or San Francisco to Shanghai
- One-way economy class airfare from Shanghai to Xiamen
- One-way economy class airfare from Xiamen to Nanjing
- 2 first class high-speed rail tickets: Nanjing to Changzhou and Changzhou to Shanghai
- Airport/hotel transfers and ground transportation to/from all scheduled group events and meetings
- Porterage of baggage via truck from Nanjing to Changzhou and Changzhou to Shanghai
- Standard single room accommodation in five-star hotel (includes tax, service fees and daily breakfast)
- Participation in all activities included in itinerary
- Attendance at CIFIT (includes seminars, forums, receptions, and matchmaking meetings)
- Pre-arranged matchmaking meetings in Nanjing and Changzhou
- English speaking local guides
- Meals listed in itinerary
- Media promotion

*\*Price does not include Chinese visa application fee, travel insurance, meals not included in the itinerary, and additional personal expenses incurred on trip*

**Reservation:**

Participant contact information and a \$500 non-refundable deposit are required upon reservation. Contact information includes name, title, company name, address, telephone number, email, and a *scanned copy of your passport* (required for booking flights and train tickets).

**Cancellation Policy:**

All cancellations must be received in writing.

Cancellations received after reservation	\$500 deposit to be forfeited
Cancellations received after August 1, 2012	40% of the total cost to be charged
Cancellations received after September 1, 2012	80% of the total cost to be charged

**Conditions:**

We strongly encourage mission participants to purchase trip cancellation and travel insurance. WTCSD, the travel agent, other organizers and supporters and/or their agents will not be responsible for damage, expense or inconvenience caused by late trains, buses or planes, changes in departures or schedules, strikes or any other condition, nor will they be responsible for the loss of or damage to baggage or any of the participants' belongings.

All arrangements are subject to change. WTCSD, the travel agent and other organizers and supporters act solely as selling agents for suppliers, and/or their agents act only in capacity as an agent for the participant in all matters concerning hotel accommodations and transportation, whether by air, rail, bus, motor car, boat or by any other means, and as agents, hold themselves free from any responsibility for any damage, harm or loss occasioned from any cause whatsoever.

All prices quoted are based upon the current exchange rate for the US dollar, tariffs and costs effective at print time. Prices, taxes, itinerary and schedules are subject to change.

**Questions? Contact:**

Ethan Devine | Asia Desk Manager | WORLD TRADE CENTER San Diego | Tel: 619-615-0868 x 118 | E-mail: [edevine@wtcsd.org](mailto:edevine@wtcsd.org)

**ACCESS CHINA 2012 REGISTRATION FORM**

**To Be Completed by The Participant:**

I hereby apply to participate in the Access China 2012 Trade Mission. This application, when accepted by WTCSD, will constitute the Trade Mission Participation Agreement between WTCSD and the Participant. I have read the Terms and Conditions and agree that they are part of this application. We hereby further agree to abide by them and any additional rules and regulations that may be deemed necessary by the WTCSD. **A non-refundable deposit of \$500 and a scanned copy of your passport** must be received with the completed registration form. **Full payment must be received by check no later than August 1, 2012.** Reimbursement for qualified California SMEs will be distributed *post-trade* mission to eligible participants.

Participant Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Email: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Did another person/organization refer you to this trade mission? If so, please list:

\_\_\_\_\_

*Note: Please make checks payable to "World Trade Center San Diego"*

**Please submit completed registration form to:**

Ethan Devine, Manager, Asia Desk, WORLD TRADE CENTER San Diego, 2980 Pacific Highway, San Diego, CA 92101 | Tel: 619-615-0868 x 118 | Fax: 619-615-0876 | E-mail: [edevine@wtcsd.org](mailto:edevine@wtcsd.org)



Asia Desk Presents

## Access China 2012

### Cost Comparison: WTCSA Access China Trade Mission vs. Individual Company Trip

September 5-13th, 2012

Xiamen, Nanjing, Changzhou, Shanghai

Participation Benefits	WTCSA Trade Mission	vs. Individual Trip Estimate
Round-trip economy class international airfare	√	\$1,200
5-star single room hotel accomodation (7 nights)	√	\$1,200
2 One-way economy class domestic (China) airfares	√	\$500
2 first-class high-speed rail tickets	√	\$200
Airport/hotel transfers and ground transportation	√	\$200
Attendance + exhibit at CIFIT	√	\$2,400
Matchmaking meetings (12 total)	√	\$3,000
Interpretation services and local guides (8 days)	√	\$800
Translation of marketing materials/company info	√	\$500
Additional activites (site visits, tours, portorage, briefings,etc.)	√	\$300
Staff time/hours	√	**Priceless**
<b>TOTAL COST</b>	<b>\$5,500</b>	<b>\$10,300+</b>

For more information, please contact:

Ethan Devine, Asia Desk Manager

Tel: 1.619.615.0868 x118

Fax: 1.619.615.0876

Email: [edevine@wtcsd.org](mailto:edevine@wtcsd.org)

[www.wtcsd.org](http://www.wtcsd.org)