

## **UK – China Business Match-making Event 2008**

28<sup>th</sup> April 2008, Liverpool  
16:30 pm – 18:15 pm

### **ChinaLink**

**Liverpool**

China-UK market specialists and organisers of the event, ChinaLink is a leading UK agency that has been providing independent consultancy, international facilitation & promotion services for British companies in the Chinese market and for Chinese companies in the UK market, since 1999.

ChinaLink provides in-market operational support for both commercial and public sector clients in the areas of trade, investment and other international projects.

### **Chinese companies and organisations with UK Interests**

#### **Table 1. Shanghai Yaqing Industry & Trade Co., Ltd**

**Shanghai**

Shen Tiangen, General Manager

Manufacturer of fasteners, hardware and machinery fittings. The company is also an importer and exporter.

- To meet potential British buyers of fasteners, hardware and machinery fittings;
- Interested in importing British hi-tech products and projects for the China Market.

#### **Table 2. Zhejiang Sanhe Plastics Co., Ltd**

**Jinhua, Zhejiang**

Wu Zhongxin, General Manager

Manufacturer of carrier tape conductive sheet; carbon-free, permanent and anti-static electricity PP and PS plastic sheet, suitable for special packaging of SMD electronic equipment, IC component, flexible circuit and integrated optical mechanical and electronic product etc.

- To meet electrical businesses in need of their products.

#### **Table 3. Changzhou Madier Alloy Materials Co., Ltd**

**Changzhou, Jiangsu**

Ma Jun, General Manager

Specialise in the manufacture and mechanical processing of non-ferrous metal and black metal casting with resin sand, such as casting of outer casings for pumps, valves, textiles, heat exchangers and other instruments. It is also involved with the import and export of goods and technology.

- To meet UK companies intending to outsource casting and mechanical processing parts in China;

- To meet UK partners looking to invest or set up joint ventures in casting manufacture in China.

**Table 4. Foshan Shunde Nantian Machinery Co., Ltd**

**Foshan, Guangdong**

Liu Jianye, Vice CEO

Manufacturer of corrugated paperboard packaging machines, such as NDWB five-ply corrugated paperboard production lines, corrugated paperboard single-facer, computerised paperboard-cutting machines, raw paper reel stands, double facers, steam pre-conditioners, automatic paperboard stackers.

- To identify and appoint UK agents / buyers;
- To meet with manufacturers in the cardboard boxes or printing business.

**Table 5. Suzhou Maider Machinery Co., Ltd**

**Suzhou, Jiangsu**

Lu Xiangchun, General Manager

Manufacturer of a variety of special or non-standard machinery and equipment as well as parts and components.

- To meet UK businesses for setting up a joint venture of parts mechanical processing in China;
- To meet potential buyers and importers of mechanical processing parts.

**Table 6. New Landscape Agriculture Co., Ltd**

**Fuzhou, Fujian**

Tang Kai, CEO

A company involved in barbeque equipment with a 10 year history of integrated R&D, manufacture, and international trade. The main product is environmental barbeque charcoal. Recently engaged in Chinese tea planting, processing and international sales.

- Seeking to meet outdoor barbeque equipment and/or tea importers in the UK.

**Table 7. Shanghai Tongji Gears Co., Ltd**

**Shanghai**

Tang JingAn, Director

Manufacturer of spiral bevel gear for agricultural machinery, engineering machinery, printing machinery, drilling machinery, vehicle and dyeing machinery and so on.

- To meet UK machinery companies needing spiral bevel gear;
- To meet UK companies in installation of customised decelerators.

**Table 8. Shanghai Hongkai Mechanical Manufacture Co., Ltd**

**Shanghai**

Kang Zhenguo, General Manager

Manufacturer of mechanical parts, automotive spare parts and accessories. Main products are parts for die-casting machinery, manufacture of welded parts and outer-cases for decelerators et al.

- To meet potential buyers;
- To meet UK companies in similar manufacturing for potential cooperative projects.

**Table 9. Danyang Knitted Garments Co., Ltd**

**Danyang, Jiangsu**

Gu Hongsheng, General Manager

Manufacturer and exporter of knitted and woven textiles. Knitted textiles include cotton underwear, jackets, coats, and trousers and so on. Woven textiles include printed cotton cloth, yarn-dyed men's wear and women's wear and sleepwear. It also manufactures bras, briefs and leisure wear. The company employs 1200 staff and has a production capacity of 15 million pieces annually. The products have been exported to the US, Japan, Korea, Europe and Hong Kong.

- To meet agents and distributors of men's woven underwear, women's bras, briefs and slimming bodysuits (i.e. girdles, control pants) in the UK.

**Table 10. Nanjing Great Wall Machinery Group Co., Ltd**

**Nanjing, Jiangsu**

Liu Yunyou, Chairman of the Board

Lin Bin, Vice President

Zheng Yi, Director of Human Resources

Manufacturer of digital controlled machine tools, industrial boilers, expansion joints, exhaust heat power generators and accessories, mining equipment and construction materials. Also engaged in infrastructure investment, real estate development, hotel management and interior fitting for the construction industry.

- To meet potential agents and distributors for their products;
- To seek new technologies in relevant manufacturing;
- To raise finance for new projects.

**Table 11. Kunshan Wellmei Plastic & Mould Industrial Manufacturing Co., Ltd** **Kunshan, Jiangsu**

Bian Zhiqiang, General Manager

Yang Guorun, Manager

Ou Shenfu, Manager

Established in 2002 in Kunshan high and new technology industrial development zone, Jiangsu, the company designs and manufactures plastic moulding and plastic parts for portable DVD players, telephones, cameras, printers, monitors, mobile phones, PDAs, laptops and automotive parts.

- To meet UK companies interested in moulding tools, injection moulding and finishing and assembly for design, manufacturing and maintenance.

**Table 12. Shenhua Sky Base Trading Co., Ltd**

**Beijing**

Guo Ying, Assistant to General Manager

Wang Juhua, Director of Human Resources

Importer and exporter of textiles, watches, machinery and coal. Also involved in domestic trade within China, services, investment management and Information Technology consultancy.

- To meet with UK businesses in the energy, textile and clothing industries.

**Table 13. Ningbo Dafengche Educational Equipment Co., Ltd**

**Ningbo, Zhejiang**

Zhang Qijiang, General Manager

Manufacture and R&D of learning tools, school furniture, educational laboratory equipment, and kitchen cabinets, totalling 34 ranges of products.

- To promote school furniture and laboratory equipment in the UK market;
- To meet with businesses in the education and furniture industry.

**Table 14. Ningbo Tianzheng Mould Co., Ltd**

**Ningbo, Zhejiang**

Zhang Jianming, General Manager

Specialise in design and manufacture of die-cast moulding tools for vehicle and motorcycle manufacture and large die-casting factories.

- To meet aluminium alloy raw materials suppliers, moulding materials and accessories suppliers;
- To seek partners to set up after-sales-service for tooling in Europe;
- To seek investors set up a new moulding factory in China.

**Table 15. Zhejiang Zhongyou Finery Co., Ltd**

**Pinghu, Zhejiang**

Shen Jianhua, Chairman of the Board

Manufacturer of clothes, such as jackets, down winter jackets, leisure clothing, fashion and bedding products

- Wanting to meet large UK wholesalers and retailers.

**Table 16. Xiamen Delegation**

**Xiamen**

Ms. Liu Qun	Vice President, Xiamen CCPIT Sub-council
Mr. Shen Shunwen	Deputy Director General, China (Xiamen) International Investment Promotion Centre
Mr. Bao Yihong	Deputy Division Director, Department of Foreign Economic Cooperation, Ministry of Commerce
Mr. Zhang Baowei	Division Director, Xiamen Municipal Taiwan Affairs Office
Ms. Nie Yunfeng	Staff member, Fujian Provincial Department of Foreign Trade & Economic Cooperation
Mr. Gao Yi	Staff member, China (Xiamen) International Investment Promotion Centre

Founded in 1988, the China Council for the Promotion of International Trade Xiamen Sub-Council (CCPIT Xiamen Sub-Council) is the executive agency for foreign trade and investment promotion in Xiamen. It is dedicated to promoting mutual trade, investment, economic cooperation and technology exchange between Xiamen and the rest of the world.

- To meet with local chambers and trade organisations and the UK companies who have an intention to cooperate with Chinese companies or to develop their business in Xiamen, China.

**Table 17 CCPIT- Nanjing**

**Nanjing**

Ming Xia, Vice President

CCPIT-Nanjing is a branch of CCPIT, who's main focus is to promote business communication between Nanjing and the rest of the world, to receive foreign business delegations in Nanjing, to organise local business delegations to visit abroad, and to issue Certificates of Origin and organise exhibitions in Nanjing.

- To meet UK companies who have an interest in cooperation with Chinese companies or developing their business in Nanjing, China;
- To meet local trade organisations for cooperation.

**Table 18. Nanjing Gulou Hi-tech Park Corporation** **Nanjing**  
Zhao Chenggang, Vice President  
Nanjing Gulou Hi-tech Park Corporation is a state-owned corporation set up to attract hi-tech companies to set up operations in the park. It provides logistical, financial and other business support for companies in the park.

- To meet UK High-tech or IT companies who intend to cooperate with Chinese companies or to develop their business in Nanjing, China.

**Table 19. Nanjing Textile Import & Export Co., Ltd** **Nanjing**  
Li Siyi, Manager

Nanjing Textiles Import & Export Corp., Ltd was founded in 1978. The company was listed in the Shanghai Stock Exchange in 2001.

This company is involved with the import and export of textiles and garments, electrical and machinery, light industry, and the chemical industry, covering over 1000 types of products. In addition, it has overseas labour services and economic & technical cooperation activities. Its business covers over 120 countries and regions, and it has established relationships with over 800 foreign business partners and 1000 domestic suppliers.

- To meet UK companies who are interested in working with Chinese companies and/or developing their business specifically in Nanjing;
- To meet import and export companies.

**Table 20. Nanjing Guli Industrial Development Co, Ltd** **Nanjing**  
Yu Xudong, Vice President

Nanjing Guli Industrial Development Co, Ltd is a company directly under the leadership of Jiangning District Authority, Nanjing. Its main business is to develop industrial real estate, provide logistical, financial and business support to local industries.

- To meet with UK companies interested to work and to develop their business in Nanjing;
- To meet with UK companies involved in green energy technologies.

**Table 21. Harbin Sub-Council of the CCPIT** **Harbin**  
Mr. Yang Junshan, Chairman

Ms. Lv Ying, Deputy Director of International relations Department

The Harbin Sub-Council of the CCPIT is an economic and trade organisation facilitating communication between Harbin and foreign countries. It aims to develop and promote foreign trade, cooperation and relationships between Harbin and other foreign cities, to attract and utilise capital, and advanced technology from foreign countries; to strengthen and develop mutual understandings and friendships in economics and trade.

- To meet with the British Chamber of Commerce and other local chambers of commerce to establish long-term cooperative relationships and strengthen bilateral communication;
- To promote the 19th International China Harbin Fair for Trade & Economic Cooperation.

**Table 22. Harbin Economic Cooperation and Promotion Bureau** **Harbin**  
Mr. Zhang Wei, Deputy Inspector

The Harbin Economic Cooperation and Promotion Bureau is a governmental department involved in foreign investment and domestic trade in the city.

- To promote UK - Harbin economic and trade cooperation, explore new channels of investment;
- To meet companies/organisations from the UK equipment manufacture industry and food processing industry, such as Associated British Foods.

**Table 23. China Harbin Qunli New District Development & Construction Administrative Office** **Harbin**

Mr. Zhang Yunhua, Vice Director

The Harbin Qunli Development Office is a department of the Municipal Authority responsible for medium and long term development plans, infrastructure construction in the district, contract management for development projects on behalf of the municipal authority.

- To understand the planning, construction and building styles in European cities;
- To meet companies involved with city planning and construction, especially in real estate, construction and the public facilities industry.

**Table 24. Harbin Haixun Science & Technology Trade Co., Ltd.** **Harbin**

Ms. Guo Yuhong, General Manager

Ms. Xu Mingyuan, Deputy Manager

Machinery and equipment import & export.

- To meet with British companies in the machinery & equipment sectors.

**Table 25. Harbin Water Resources Bureau** **Harbin**

Mr. Liu Chuanxin, Vice Director

The Harbin Water Resources Bureau is engaged in building an investment and finance platform for water conservation construction projects in Harbin to support the development of the water resources industry, to meet Harbin's economic and social development demand for water conservation infrastructure.

The major projects cover water conservation, hydropower, water supply, sewage treatment, water resource development, construction, and management, rural drinking water infrastructure and associated project management.

- To seek potential cooperation with foreign strategic partners and water resource companies;
- To seek investment capital of £65m - £130m for projects.

**Table 26. Harbin Audit Office** **Harbin**

Mr. Qu Zhenyu, Vice Director

The Harbin Audit Office is a department of the Harbin Municipal Government, responsible for auditing the execution of municipal budgets and auditing reports, also auditing the revenue and expenditure of municipal financial institutions.

- To meet with audit institutions and accounting companies.

**Table 27. Harbin Civil Defence Bureau** **Harbin**

Mr. Yin Ruzhuang, Vice Director

The main functions are to administer the engineering construction of the city's civil defence, to organise the communication and warning system, to implement the civil defence plan.

- To gain an understanding of UK civil defence products, the civil design market, and especially the operation and management of underground structure;
- To meet relevant British civil defence authorities or organisations, companies from construction & public facilities, textiles, hotel service and tourism industries relevant to civil and defence infrastructure.

**Table 28. Harbin National Taxation Bureau** **Harbin**

Mr. Lv Guochen, Vice Director

The Harbin National Taxation Bureau is in charge of administration of national taxation, and local taxation. It is also responsible for the administration of import & export tax, VAT and taxable invoicing.

- To develop an understanding of the operation of the British tax system;
- To meet with British taxation authorities and organisations.

**Table 29. Shanghai Foreign Investment Development Board, London Office** **London**  
Mr Blues Yang, Chief Representative

The London Office of the Shanghai Foreign Investment Development Board promotes two-way investment development and helps UK companies to invest in the Shanghai area.

- To meet with British Companies which have interest in expanding business to Shanghai.

**Table 30. British Embassy Beijing** **Beijing**  
Ms Debbie Shi, Trade and Investment Officer

UK Trade & Investment is the Government organisation that helps UK-based companies succeed in international markets. We also assist overseas companies to bring high quality investment to the UK.

Our main activities are to support/help the UK companies via Overseas Market Introduction Service (OMIS), inward/outward missions/visits, seminars, and their lobbying or trade barrier issues. The UK Trade & Investment Section at British Embassy Beijing, formerly the Commercial Section, has been helping/supporting UK companies in China markets, for more than 30 years and has been playing a key role in promoting the business co-operation between the two countries.

- To meet with British Companies interested in investing in China.

**Table 31. China Council for the Promotion of International Trade UK Office** **London**  
Mr Guo Yinghui, Chief Representative

Ms.Zhang Huijuan, Assistant Representative

The CCPIT's UK Office is an economic and trade organisation facilitating communication between China and the UK. It aims to develop and promote foreign trade, cooperation and relationships and to strengthen and develop mutual understandings and friendships in economics and trade.

- To meet British Chambers of Commerce, International Business Promotion Agencies and any companies which have an interest in doing business with China.

**Table 32. Taizhou Wu Zixiong Crystal Arts Gallery** **Taizhou**  
Mr Gang Wu, President

Ms Fengying Wu, Vice General Manager

Mr Yue Wu, Young Artist

Ms Shuang Wu, Young Artist

Crystal artists, who have been specializing in the production of crystal statues for many well known figures of international acclaim, and have undertaken international tours to demonstrate their work.

- To meet British companies or organisations interested in Crystal art.