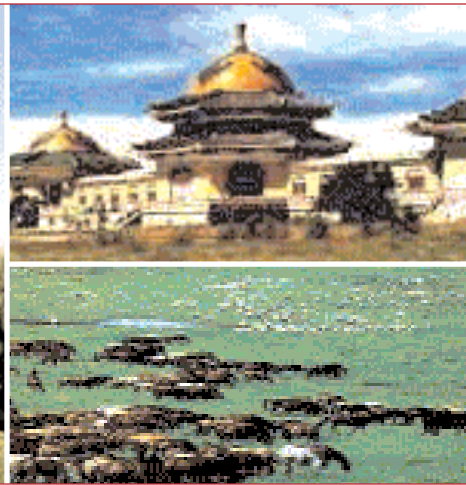


china

business mission

Qingdao > Inner Mongolia > Beijing
June 7 – June 17, 2002



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Organized by
China-Canada Business Association

overview



Since last November when China was finally admitted to the World Trade Organization, the China – Canada Business Association (CCBA) has been receiving a great number of inquiries from Canadian businesses about the true meaning of this event. In the most simplistic of terms, China's membership in the Organization means that she is committed to further open up her vast domestic markets to foreigners, in return for a bigger export market for her own goods – all in accordance with the stringent rules of international trade and mutually agreed terms and conditions of bi-lateral and multi-lateral trade protocols signed with many countries, including of course Canada.

The first and perhaps most encouraging measure affecting Canadian SME's (small & medium enterprises) is the immediate reduction of import tariff and duties which had long been a prohibiting factor barring exports of many but not all, Canadian products to China. With this barrier removed and a low Canadian dollar, it is becoming obvious that now is an excellent time for Canadian businesses to take another serious look at China. It is against this bigger backdrop that CCBA has decided to organize another business mission to China in June. We will mobilize all resources and channels that the association has accumulated in China through the years, to ensure

a high level of travel comfort and to maximize business match-ups to mission delegates, particularly those who are entering China for the first time. Someone had said: **"China is not another country, it's another world !"**.

Going to China for the first time is akin to going African Safari – you would need an expert guide. For China, CCBA is the best guide there is. As in the past, Mission 2002 will once again be led by Mr. Stephen Lu – National Chairman of CCBA. Stephen is a seasoned China Hand, a frequent flyer to China. His knowledge about China will be invaluable to delegates. Both he and the association are well recognized in China – an important factor why all CCBA missions have been and will be accorded with quality reception of the highest honour.

This mission is designed for both seasoned China traders and beginners alike, with a special focus on promoting your business to Chinese clients or customers. After you sign up, your business bio will be sent over to China, seeking Chinese interests to meet with you when you show up during the mission. As a group, delegates will be met by Chinese trade authorities for overviews of regional market niches. Using this formula, CCBA has successfully conducted several similar missions before and many delegates have returned to China since. An assortment of photographs of past CCBA missions can be viewed at the following web link: <http://photos.yahoo.com/missionphotos02>

As proven in past missions, a balance of business and sight-seeing activities has worked well and this mission is no different. Spouses are welcome. Depending on final numbers, special purpose trips may be planned to satisfy different taste and interests. Once you have signed up, further travel hints will be sent to you to ensure that your journey is a safe and memorable one.

the destinations

The three destinations have been carefully chosen for several reasons.

1 Qingdao is perhaps the best example of those Chinese coastal cities which were the first regions to “open up” since late 70’s. Qingdao has done very well in this regard. Du Shicheng, Qingdao’s mayor had visited Edmonton last year and has extended an open invitation to CCBA to visit his city. Business opportunities:

<http://www.qingdaochina.com/eng/ezsxm.asp>



2 Huohohot – capitol of Inner Mongolia, typifies an in-land city in the western region where a lot of attention is being paid by the Chinese government. The “Western Region Development” strategy puts this and other regions in the west in the high priority development bracket, rendering state funding more readily available. In many ways, Inner Mongolia is very similar to Alberta, having great similarities in beef/cattle/grassland and resources industries, great business opportunities between the two provinces are anticipated. Other industry sectors are equally attractive. Please log on to following web link for a detailed overview of Inner Mongolia’s key industries and resources:

<http://www.gov.nm.cninfo.net/users/zhfm/etzxx/etzjh.htm>



3 Beijing – the political and cultural capitol of China must not be missed of course when visiting China. If this is your first time, be prepared that it may not be what you had imagined, it is more. We will be winding down at this point and concentrate more on sight-seeing and city scenes. You will also have one day for free roaming, provided that you do not get lost of course. Only one event of any official capacity on Monday – meeting with the Ministry of Foreign Trade & Economic Cooperation (MOFTEC) to get a feel for national policies and related issues which may come in handy, should you decide to go back to China for business. We’ll make sure you have plenty of time for final shopping before heading back home.



A little known fact – there is far more likelihood of business success in cities outside of the super metropolises such as Beijing, Shanghai & Guangzhou. This makes sense to us as most foreigners only look at these areas thus “flooding” the market. This is also another reason why we have chosen to visit the above cities instead.

Qingdao

Please view this link for business opportunities:
<http://www.qingdaochina.com/eng/ezsxm.asp>

Qingdao, an important open coastal city in China, is a summer resort with a long **cultural history**. The city administers 7 urban districts and 5 outlying towns with a total area of 10,654 km² and a population of 6,900,000.



After China adopted an “Open Door” policy Qingdao experienced **rapid development** in its economy, industry, foreign affairs and living standard. Over the past few years, Qingdao has developed its roads and other transportation facilities and infrastructure to fully utilize its advantages as a major port city. An ever increasing number of foreign

investors and business people are coming to Qingdao to seek **business opportunities** as a result of the improvements in services and facilities. The accumulated foreign investment fund for the last five years was 4.47 billion US dollars and there are now 262 projects with an investment of over \$10 million US. Twenty-eight multinational companies and financial organizations such as AT&T, Degussa, Nestle, Mitsubishi and Bombardier, have successfully operated their businesses in this city.

As the 21st century approaches, Qingdao will carry out further reforms and increase its rate of development to achieve its intention to build a **modern metropolis** encompassing foreign trade, industry, agriculture, financial services, tourism and marine research.

Inner Mongolia

Please view this link for economic overview:

<http://www.gov.nm.cninfo.net/users/zhfm/etzxx/etzhj.htm>

In the north frontier area of the People's Republic of China lies a long and wide tract of land, she looks both like a galloping horse and a flying eagle. It is the beautiful and rich Inner Mongolia Autonomous Region.

This is the land of "Genghis Khan", who conquered almost half the world – from Asia to Europe. Her people are proud, passionate, artistic with a drinking capacity that few could surpass!



Inner Mongolia is located at 37'30"-53'20" north latitude and 97'10"-126'2" east longitude with an area of 1.183 million km², 1/8 of of the country and ranking 3rd in China. Inner Mongolia has not only a large area but also **geographical advantages**. It borders on Heilongjiang, Liaoning, Jilin, Hebei, Shanxi, Shaangxi, Ningxia and Gansu Provinces

in the east, south and west. Spanning the northeast, north and northwest of China, Inner Mongolia is surrounded by Russia and Mongolia in the north with a boundary line as long as 4221 kms, making it an important frontier for its **opening to the outside world**. Inner Mongolia is located in the southeast of the famous Mongolia Highland with 50% of its area at 1000 metres above sea level with various and criss-crossing topography. There are numerous lakes and rivers in the Region with over 1000 rivers of various sizes, with the four major river systems the Yellow River, Errguna River, Nenjian River and West Liaohe River. From the east to the west there are the 3 major mountain ranges of Big Xingan Mountain, Yinshan Mountain and Helan Mountain, and the 4 main plains of Liaohe Plain, Songnen Plain, Tumochuan Plain and River Bend Plain. Inner Mongolia has a typical mesothermal monsoon climate with small and uneven rainfall and drastic changes in temperatures between summer and winter. The Region's average duration of sunshine is over 2700 hours with more than 3400 hours for some areas.

There are roughly **49 multiple Ethnic Groups** that reside in Inner Mongolia. With a population of 23 million people, there are 3.77 million Mongolians, 17.6 million Chinese and over 900,000 people of the other nationalities. People of various ethnic groups all have long histories and **brilliant cultures**, and have helped develop the frontier with painstaking efforts and contribute greatly to the unity and development of the motherland.

Inner Mongolia is **vast in territory**, long in history, **rich in natural resources** and is a special economic zone renowned as "**treasure basin**". It is well known that there is forestry in the east, iron in the west, grains in the south, animal husbandry in the north with mineral deposits throughout.

itinerary

Subject to revisions. Business activities in particular, will be expanded from time to time prior to departure

Day 1

Fri Jun 7

Departure

- Edmonton > Vancouver **AC3635** 0915 - 0940
- Calgary > Vancouver (to be confirmed)
- Vancouver > Beijing **CA992** 1330 - 1510 (Jun8)

Day 2

Sat Jun 8

Arrive Beijing

- Transfer Beijing – Qingdao (to be confirmed)
- Airport pickup and check-in Hotel

Day 3

Sun Jun 9

- Breakfast at 8:30 a.m. – Lobby
- One Day Tour of Qingdao (Xiaoyu Mountain; Tsingdao Beer Factory; Xianqiao; Daching Palace)
- Lunch – Laoshan Hot Springs
- Seafood Banquet (host to be confirmed) and evening entertainment (optional)

Day 4

Mon Jun 10

- Breakfast at 8:30 a.m. – Lobby
- Morning Business Meetings
- Lunch hosted by Qingdao Bureau of Foreign Trade & Economic Cooperation
- Business Meetings
- Dinner (host to be confirmed) and evening entertainment (optional)

Day 5

Tues Jun 11

- Breakfast at 8:30 a.m. – Lobby
- Morning Business Break-outs followed by lunch

Departure

- Qingdao > Beijing > Huhohot **CA1576** 1430 -1545 **CA1102** 2040 - 2150
- Airport Pickup and hotel check-in
- Dinner and evening entertainment (optional)

Day 6

Wed Jun 12

- Breakfast at 8:30 a.m. – Lobby
- Morning sight-seeing (Genghis Khan Museum; Museum of Paleontology; Dazhao Temple; Wuta Temple)
- Lunch
- Presentation – Inner Mongolia Bureau of Foreign Trade & Economic Cooperation
- Dinner (host to be confirmed) and evening entertainment (optional)

Day 7

Thurs Jun 13

- Breakfast at 8:30 a.m. – Lobby
- Visit Grassland and Mongolian Village followed by lunch
- Afternoon Business Breakouts
- Dinner (host to be confirmed) and evening entertainment (optional)

Day 8

Fri Jun 14

- Breakfast and hotel check-out.

Departure

- Lobby pickup to airport. Leave for Beijing **CA1101** 0735 -0840
- Check-in hotel and lunch
- 1:30 p.m. – Meet in lobby for a visit to: Forbidden City; Tiananmen Square; Mao Tse Dong Memorial
- Dinner – Peking Opera (Ticket Included) and evening entertainment (optional)

Day 9

Sat Jun 15

- Breakfast at 8:30 a.m. – Lobby
- Visit Great Wall then lunch at Ming Tombs
- Dinner (host to be confirmed) and evening entertainment (optional)

Day 10

Sun Jun 16

- Breakfast
- Full Day Free Roaming

Day 11

Mon Jun 17

- Breakfast at 8:30 a.m. – Lobby
- Meeting with MOFTEC – Ministry of Foreign Trade & Economic Cooperation

Departure –

- Beijing > Vancouver **CA991** 1450 - 1000
- Vancouver > Edmonton **AC3624** 1410 -1637
- Vancouver > Calgary (to be confirmed)

cost, payment & terms

All Funds in Canadian Currency

- \$2,888 per person double occupancy
- Single supplement \$450
- Deposit to hold your space \$500
- Final payment due April 1, 2002

Price includes

- Domestic air on Air Canada from and to Edmonton or Calgary > Vancouver
- International return air on Air China Vancouver > Beijing > Vancouver
- Domestic air in China: Beijing > Qingdao > Beijing > Huhohot > Beijing
- All Chinese airport improvement taxes (Canadian airport improvement tax not included)
- 4-star hotel accommodation in Qingdao and Huhohot
- 5-star hotel accommodation in Beijing
- All meals as specified on itinerary (Breakfast, Lunch, Dinner)
- All sightseeing & admissions, private air-conditioned motorcoach transportation, airport transfers
- All business networking services
- English speaking tour guides

Not included

- Passport and visa fees
- Alcoholic beverages at meals, unless otherwise provided
- Evening entertainment
- Hotel incidentals and long-distance calls
- Canadian Airport Improvement Tax/levies

Note

- Tour pricing based on 25+ participants (adjustments in hotels may be made for smaller group)
- Check or VISA credit cards accepted
- Visas are required for travel to China. We will send out application instructions to participants.
- Post Mission Extension Tours: Packages to Hong Kong & other Chinese destinations available by request
- Cancellation insurance is strongly recommended. Please ask.

For more information please call

CCBA Mission Control

Telephone (780)486-9633

Email China-Canada@telusplanet.net

conditions

China – Canada Business Association (CCBA), is acting as an agent for suppliers of air and ground transportation, hotel accommodations, meals, tours, etc. in selling travel-related services, or in accepting reservations or bookings for services that are not directly supplied by CCBA. However, all attempts will be made to engage only those suppliers of travel that have shown an acceptable level of stability, dependability and responsiveness to problems and complaints. Nevertheless, CCBA does not control the actions or failure to act of these suppliers. Therefore, CCBA shall not be held responsible for any breach of contract, failure to comply with any laws or any intentional or negligent actions or omissions on the part of such suppliers, which result in any loss, damage, delay, inconvenience or injury to travelers or traveler's companions or group members, including any losses reservation-itinerary as "Guaranteed", or any losses in connection with booking, reservation, connection, or scheduling problems or in connection with the handling or loss of baggage or losses caused to any traveler in connection with terrorist activities, social or labor unrest, mechanical or construction failures or deficiencies, diseases, local laws, climatic conditions, abnormal conditions or developments, or any other actions, omissions, or conditions outside CCBA control.

Traveler assumes complete and full responsibility for complying with passport, visa, vaccination, and other entry requirements of each destination, and for checking and satisfying himself or herself with respect to safety and security conditions of such destinations. By embarking upon his/her travel, the traveler voluntarily assumes all risks involved in such travel, whether expected or unexpected. Traveler is hereby warned of the above risks as well as possible travel industry bankruptcies, climatic disruptions, natural disaster, civil unrest, terrorist activities, and the possibility the traveler may be unable to travel as scheduled because of personal emergency or medical problems, etc. **Traveler is advised to obtain appropriate insurance coverage against these risks.** Traveler's booking of reservations or utilization of tickets after receipt of this information will constitute a consent to the above and an agreement on his/her part to provide copies hereof to his/her travel companions or group members together with an explanation that if they embark, they do so subject to these Conditions and Responsibilities.

registration

Business Mission 2002 Registration

Name

(as it appears on passport)

Company

Mailing Address

Telephone

Facsimile

Email Address

Nature of Business

Business Interests In China

Deposit – \$ 500

Check

VISA

Card #

Name:

Expiry Date:

- If paying by check, please make payable to: **CHINA – CANADA BUSINESS ASSOCIATION**
- Please provide a company brochure & product/service information together with a one-page typed description of your business. Mail to CCBA Mission Control, address as indicated below.
- Fax number 489-5042

Return registration, check and company information to:

CCBA Mission Control
#8331 - 151 Street
Edmonton Alberta
T5R 1H7

*** Balance of payment must be received no later than April 1, 2002**