

## **ATTACHMENTS**

# 2010

Aug 29 - Sept 10

# China Business & Trade Mission

Shanghai • Beijing • Hefei • Xiamen



## Mission Overview

The Maryland-China Business Council (MCBC), Baltimore-Xiamen Sister City Committee (BXSCC), and Maryland-Anhui Province Sister State Committee are collaborating on a cross-sector business development mission to assist Mid-Atlantic companies explore business opportunities in one of the world's most dynamic markets – China. This high profile mission will be led by **Maryland's Secretary of State, John P. McDonough**, with assistance from federal and state-level trade agencies. Mission participants will receive:

- Pre-departure briefings
- Business matchmaking meetings with potential business partners arranged by the Maryland China Center and other in-country representatives
- In-country commercial briefing by US Embassy officials
- Networking opportunities with government officials and industry groups
- Visit to Shanghai World Expo 2010
- Participate in the China International Fair for Investment & Trade in Xiamen
- Site visits, business receptions, and more!

## Participants

Mid-Atlantic organizations and companies (i.e. manufacturers, exporters, importers and companies with an interest in attracting Chinese investment capital) should consider this unique opportunity. The mission is designed for companies with an interest in China across industry sectors, including: environmental and clean energy technologies, machinery and industrial equipment, medical equipment and services, marine technologies/marina and boating, scrap materials, education and training, safety and security, consumer goods, franchising, and travel and tourism.

## Itinerary

August 29	Depart United States
August 30-September 1	Shanghai
September 2-5	Beijing
September 6-7	Hefei, Anhui Province
September 8-10	Xiamen, Fujian Province
September 10	Depart China

## Organizers



Maryland-Anhui Province  
Sister State Committee



MARYLAND CENTER  
美国马里兰中心

For more information  
or to register, please  
visit:

[www.md2china.com](http://www.md2china.com)

Or contact:

**W. Fontaine Bell**

Chairman, BXSSC

Email: [fbell12345@aol.com](mailto:fbell12345@aol.com)

Tel: (410) 440-6117

**Steve Drake**

Chairman, MCBC

Email: [sdrake@verizon.net](mailto:sdrake@verizon.net)

Tel: (301) 680-0585

# Mission Cities

## SHANGHAI

- Per capita income \$10,500
- China's industrial, financial, business center
- Access to largest sea ports, skilled labor, developed infrastructure
- Main entry point & sales market for foreign companies
- Top Sectors: IT, telecom, environmental technologies, construction materials, industrial equipment



## BEIJING

- China's political, cultural center – a history dating back more than 3,000 years
- Increasingly recognized for entrepreneurs and innovative start-ups
- Top Sectors: environmental technologies, tourism, electronics, chemicals, automotive, machinery, metallurgy, household appliances

## HEFEI, ANHUI

- **30 year anniversary of Maryland-Anhui sister state relationship**
- Beginning to absorb more spillover FDI
- Developing manufacturing base for domestic market
- Top Sectors: heavy industry, automotive, chemicals, raw materials, agriculture, tourism



## WHY CHINA?

One of the world's fastest growing economies

An exploding middle class – 700 million by 2020

Demand for US products, technologies and services to fuel growth

Maryland has sister city and sister state relationships in China



## XIAMEN, FUJIAN

- **25 year anniversary of Baltimore-Xiamen sister city relationship**
- One of China's four original "Special Economic Zones"
- China International Fair for Investment & Trade – largest event of its type in China
- Top Sectors: machinery, electronics, chemicals, light & medium industry, marina & boating, general trading

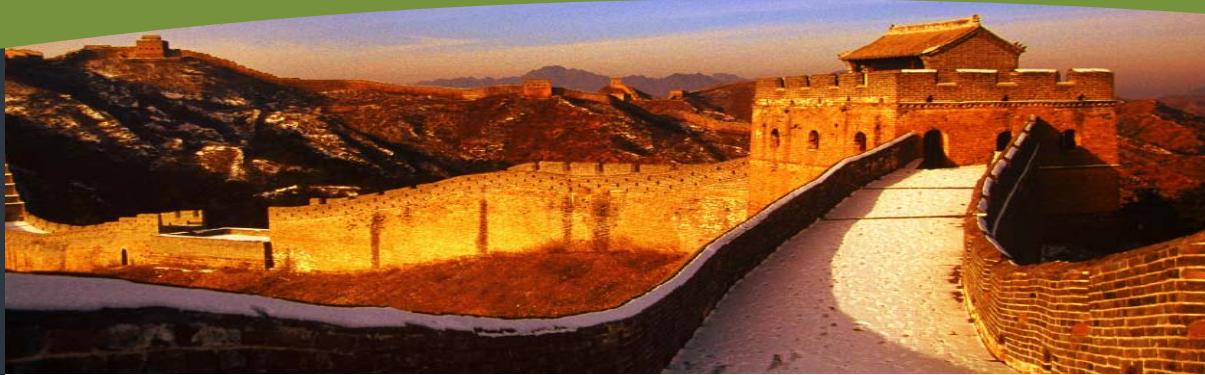
**JOIN US AND FIND OUT!**

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## PLATINUM SPONSORSHIP OPPORTUNITY FOR PARTICIPATING AND NON-PARTICIPATING COMPANIES

### Platinum Sponsorship -- \$5,000

#### Overall Mission Visibility

- Recognition as a Platinum Sponsor, with company name, logo, description and link in all promotional materials, on the Mission website, and the Mission program guide.

#### Shanghai and Beijing

- Platinum sponsor will be positioned as sole host of two Mission-organized meals (luncheon or dinner).
- Platinum sponsor will be recognized and introduced at every meeting, and given an opportunity to make statement on company (or, if not participating, a statement will be made on sponsor's behalf).
- Platinum sponsor will be introduced as a key sponsor of the Maryland Reception in Shanghai, and given an opportunity to speak.

#### Hefei

- Platinum sponsor will be recognized, introduced and invited to offer remarks during Maryland-Anhui 30<sup>th</sup> Anniversary Celebration/banquet (or, if not participating, a statement will be made on sponsor's behalf).

#### Xiamen

- Platinum sponsor will be recognized, introduced and invited to offer remarks during Baltimore-Xiamen 25<sup>th</sup> Anniversary Celebration/banquet (or, if not participating, a statement will be made on sponsor's behalf).
- Platinum sponsor will be offered preferred space in CIFIT booth for company information and literature.

#### Pre- and Post-Mission Meetings

- Sponsor will receive three complimentary tickets to all pre- and post-Mission briefings/meetings

*Note: Sponsorship fee is in addition to Mission participation fee for those companies accompanying the delegation on the trip.*

**To become a sponsor,  
please contact:**

**W. Fontaine Bell**

Chairman, BXSSC

Email: fbell12345@aol.com

Tel: (410) 440-6117

**Steve Drake**

Chairman, MCBC

Email: sdrake@verizon.net

Tel: (301) 680-0585

**To learn more about  
the Mission, visit:**

[www.md2china.com](http://www.md2china.com)



MARYLAND CENTER  
美国马里兰中心

Maryland-Anhui Province  
Sister State Committee

# Sponsorship Opportunities

## GOLD SPONSORSHIP OPPORTUNITY FOR PARTICIPATING AND NON-PARTICIPATING COMPANIES

### Gold Sponsorship -- \$2,500

#### Overall Mission Visibility

- Recognition as a Gold sponsor, with company name, logo, description and link in all promotional materials, on the Mission website, and the Mission program guide.

#### Shanghai and Beijing

- Gold sponsor will be positioned as sole host of one Mission-organized meal (luncheon or dinner).
- Gold sponsor will be recognized and introduced at every meeting.
- Gold sponsor will be introduced as a key sponsor of the Maryland Reception in Shanghai, and given an opportunity to speak.

#### Hefei

- Gold sponsor will be recognized during Maryland-Anhui 30<sup>th</sup> Anniversary Celebration/banquet.

#### Xiamen

- Gold sponsor will be recognized during Baltimore-Xiamen 25<sup>th</sup> Anniversary Celebration/banquet.
- Gold sponsor will be offered preferred space in CIFIT booth for company information and literature.

#### Pre- and Post-Mission Meetings

- Gold sponsor will receive two complimentary tickets to all pre- and post-Mission briefings/meetings.

*Note: Sponsorship fee is in addition to Mission participation fee for those companies accompanying the delegation on the trip.*

# Sponsorship Opportunities

## SILVER SPONSORSHIP OPPORTUNITY FOR PARTICIPATING AND NON-PARTICIPATING COMPANIES

### Silver Sponsorship -- \$1,500

#### Overall Mission Visibility

- Recognition as a Silver sponsor, with company name, logo, description and link in all promotional materials, on the Mission website, the Mission program guide.

#### Shanghai and Beijing

- Silver sponsor will be recognized at the Maryland Reception in Shanghai.

#### Hefei

- Silver sponsor will be recognized during Maryland-Anhui 30<sup>th</sup> Anniversary Celebration/banquet.

#### Xiamen

- Silver sponsor will be recognized during Baltimore-Xiamen 25<sup>th</sup> Anniversary Celebration/banquet.

#### Pre- and Post-Mission Meetings

- Silver sponsor will receive one complimentary ticket to all pre- and post-Mission briefings/meetings

*Note: Sponsorship fee is in addition to Mission participation fee for those companies accompanying the delegation on the trip.*

# 中华人民共和国签证申请表

## Visa Application Form of the People's Republic of China

请逐项在空白处用中文或英文大写字母打印填写，或在□打×选择。  
Please type your answer in capital English letters in the spaces provided or check the appropriate box to select.

### 一、关于你本人的信息 / Section 1. Information about Yourself

清空重填/Reset Form

1.1 外文姓名 / Full Name: 姓 / Surname: _____ 中间名 / Middle Name: _____		<p style="text-align: center;"><b>照片 / Photo</b></p> <p style="font-size: small;">请将 1 张近期正面免冠、浅色背景的彩色护照照片粘贴于此。</p> <p style="font-size: x-small; text-align: center;">Please affix one recent passport style color photo, with full face, front view, no hat, and against a plain light background.</p>
名 / Given Name: _____	1.2 性别 / Sex: <input type="checkbox"/> 男 / M <input type="checkbox"/> 女 / F	
1.3 中文姓名 / Chinese Name if Applicable: _____	1.4 现有国籍 / Current Nationality: _____	
1.5 别名或曾用名 / Other or Former Name: _____	1.6 曾有国籍 / Former Nationality: _____	
1.7 出生日期 / Date of Birth(YY-MM-DD): _____	1.8 出生地点(国、省/市) / Place (Province/State, Country) of Birth: _____	
1.9 护照种类 Passport Type	<input type="checkbox"/> 外交 / Diplomatic <input type="checkbox"/> 公务、官员 / Service or Official <input type="checkbox"/> 普通 / Regular <input type="checkbox"/> 其他证件(请说明) / Other (Please specify): _____	
1.10 护照号码 / Passport Number: _____	1.11 签发日期 / Date of Issue(YY-MM-DD): _____	
1.12 签发地点(省/市及国家) / Place (Province/State, Country) of Issue: _____	1.13 失效日期 / Expiration Date(YY-MM-DD): _____	
1.14 当前职业 (可多选) / Your Current Occupation(s):		
<input type="checkbox"/> 商人 / Businessman <input type="checkbox"/> 教师、学生 / Teacher or Student <input type="checkbox"/> 政府官员 / Government Official <input type="checkbox"/> 乘务人员 / Crew Member of Airlines, Trains or Ships <input type="checkbox"/> 新闻从业人员 / Staff of Media <input type="checkbox"/> 议员 / Member of Parliament, Congressman or Senator <input type="checkbox"/> 宗教人士 / Clergy <input type="checkbox"/> 其他(请说明) / Other (Please specify): _____		

### 二、你的赴华旅行 / Section 2. Your Visit to China

2.1 申请赴中国主要事由 (可多选) / Major Purpose(s) of Your Visit(s) to China:	
<input type="checkbox"/> 旅游 / Tourism <input type="checkbox"/> 执行乘务 / As Crew Member of Airlines, Trains or Ships <input type="checkbox"/> 探亲 / Visiting Relatives <input type="checkbox"/> 记者常驻 / As Resident Journalist <input type="checkbox"/> 商务 / Business Trip <input type="checkbox"/> 记者临时采访 / As Journalist for Temporary News Coverage <input type="checkbox"/> 过境 / Transit <input type="checkbox"/> 外交官、领事官赴华常驻 / As Resident Diplomat or Consul in China <input type="checkbox"/> 留学 / Study <input type="checkbox"/> 官方访问 / Official Visit <input type="checkbox"/> 商业演出 / Commercial Performance <input type="checkbox"/> 任职就业 / Employment <input type="checkbox"/> 其他(请说明) / Other (Please specify): _____	
2.2 计划入境次数 / Intended Number of Entries	<input type="checkbox"/> 一次入出境有效 (3 个月内有有效) / Single entry valid for 3 months; <input type="checkbox"/> 二次入出境有效 (6 个月内有有效) / Double entry valid for 6 months; <input type="checkbox"/> 半年内多次入出境有效 / Multi-entry valid for 6 months; <input type="checkbox"/> 一年内多次入出境有效 / Multi-entry valid for 12 months.
2.3 首次可能抵达中国的日期 / Date of Your First Possible Entry into China (YY-MM-DD) _____	
2.4 预计你一次在华停留的最长天数 / Your Longest Intended Stay in China _____ Days	
2.5 请按时间顺序列明你访问中国的地点 (省及市/县) / Please list Counties/Cities and Provinces to visit in China in a time sequence: _____	
2.6 办理签证通常需要 4 个工作日, 你是否想另交费要求加急或特急服务 / Normally, visa processing takes 4 working days. Do you request express or rush service by paying extra fee?	
<input type="checkbox"/> 加急(2-3 个工作日) / Express for 2-3 working days; <input type="checkbox"/> 特急(1 个工作日) / Rush for 1 working day.	

**三、你的健康状况及以前的国际旅行/ Section 3. Your Health Condition and Previous Overseas Tour**

3.1 你是否曾经被拒绝颁发中国签证? Have you ever been refused a visa for China?	<input type="checkbox"/> 否 / No <input type="checkbox"/> 是 / Yes
3.2 你是否曾经被拒绝进入或被遣送出中国? Have you ever been refused entry into or deported from China?	<input type="checkbox"/> 否 / No <input type="checkbox"/> 是 / Yes
3.3 你在中国或其他国家是否有犯罪记录? Do you have any criminal record in China or any other country?	<input type="checkbox"/> 否 / No <input type="checkbox"/> 是 / Yes
3.4 你现在是否患有以下任一种疾病/ Do you suffer from any of the following diseases? ①精神病/ Mental Diseases                      ②开放性肺结核/ Open Tuberculosis ③性病/ Venereal Diseases                        ④感染 HIV 或艾滋病/ HIV Positive or AIDS ⑤麻风病/ Leprosy                                 ⑥其他传染性疾病/ Other infectious diseases	<input type="checkbox"/> 否 / No <input type="checkbox"/> 是 / Yes
3.5 是否曾经访问中国/Have you ever visited China before?	<input type="checkbox"/> 否 / No <input type="checkbox"/> 是 / Yes
3.6 对问题 3.1-3.4 选择“是”并不表示你就无资格申请签证, 请说明详细情况/ If you select Yes to any question from 3.1 to 3.4, you do not lose eligibility for visa application. Please give detailed reasons for your answer.	

**四、你的联系方式/ Section 4. Your Contact Information**

4.1 你的工作单位或学校名称 / Name of Your Employer or School:	4.2 日间电话 / Daytime Phone Number:
4.3 你的工作单位或学校地址 / Address of Your Employer or School:	4.4 夜间电话 / Nighttime Phone Number:
4.5 你的家庭住址 / Your Home Address:	4.6 你的电子信箱 / Your Email:
4.7 在华邀请、联系的单位名称或探亲对象的姓名 / Name of Inviter, Contact or Your Relative in China:	4.8 联系电话 / Phone Number of Your Contact:
4.9 在华邀请、联系的单位名称或探亲对象的地址 / Address of Inviter, Contact or Your Relative in China:	4.10 电子信箱 / Email of Your Contact:

**五、其他声明事项 / Section 5. Other Declaration**

如有其他需要声明事项, 请在下面说明 / If there is more information to declare, please give the information below.

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**六、他人代填申请表 / Section 6. Application Form Completed by Another Person**

如是他人为你填写签证申请表, 请其填写以下栏目 / If this application was completed by another person on behalf of you, please have that person complete this section.

6.1 代填人姓名 / Name of Person Completing the Form:	6.2 与申请人关系 / Relationship to the Applicant:
6.3 代填人地址及电话 / Address and Phone Number of that Person:	6.4 代填人签名 / Signature of that Person:

**七、重要事项 / Section 7. Important**

我已阅读并理解此表所有问题, 并对照片及填报内容的真实性及准确性负责。我理解, 签证种类、有效期及停留期将由领事决定, 任何不实、误导或填写不完整均可能导致签证申请被拒绝或被拒绝进入中国。

*I have read and understood all the questions in this application. I shall be fully responsible for the answers and the photo, which are true and correct. I understand that type of visa, number of entries and duration of each stay will be decided by consuls, and any false, misleading or incomplete statement may result in the refusal of a visa for or denial of entry into China.*

➡ 申请人签名 / Applicant's Signature: \_\_\_\_\_ 日期 / Date (YY-MM-DD): \_\_\_\_\_

# Business (F) Visa

Updated: 23/04/2009

Business Visa (F Visa) is issued to an alien who is invited to China for a visit, an investigation, a lecture, to do business, scientific-technological and culture exchanges, short-term advanced studies or internship for a period of no more than six months.

I. Please submit the following documents for your application:

1. A valid passport as well as a copy of its information page: Your **valid passport** must have at least six (6) months of remaining validity and at least one blank visa page in it.

2. Application form: One completed Visa Application Form

3. Photo: **one recent photo of 2x2 square inch** (black & white or color is acceptable) glued or stapled on the application form.

4. First time applicants whose former nationality was Chinese, shall write down his Chinese name in the application form and submit his original Chinese passport and the photocopy of the information page of the passport. Applicant who was formerly Chinese and has acquired a new US passport, if there is a Chinese visa in the old passport, shall submit his old US passport and the photocopy of the Chinese visa.

5. Visa Notifications Form from an authorized Chinese Unit, or invitation letters from the host company, meeting or exhibition organizers in China, or an introduction letter from applicant's US company, etc.

6. About Multiple Visa:

▲ US citizens may apply for a Single Entry (valid for 3-6 months), Double Entry (valid for 6 months), Multiple Entry (valid for 6 months or 12 months) "F" Visa as needed.

▲ US citizens may apply for a Multiple Entry "F" Visa valid for 24 months, if

- 1) they submit documents proving that they have made an investment in China, or have established a collaboration with a Chinese company, e.g. business license, contracts, a letter of appointment, etc.; or
- 2) they have been issued "F" visa at least twice times, and shall submit copies of the visas.

7. Temporary foreign visitors with a valid US visa or foreign residents with legitimate status in the US, may apply for Chinese visa to the Visa Office of the Chinese Embassy. The visa officer may ask the applicant to provide the original and photocopy of their US Green Card, Work Permit, I-20 Form, valid US Visa or other additional documents and make a decision on whether to issue the visa case by case.

II. How to apply

1. You may submit the application to the Visa Office of the [Embassy or Consulate -General](#) which holds consular jurisdiction over the state where you reside;

2. If you cannot come personally, you may entrust someone else or a travel/visa agent to submit your application to the visa office of the Embassy or Consulate -General which holds consular jurisdiction over the state where you reside;

▲ No appointment is required.

▲ Mailed applications are not acceptable and will be refused.

### III.Processing Time

- 1.The regular processing time is 4 working days.
- 2.Express service: 2-3 working days processing, \$20 will be charged per visa.
- 3.Same day rush service: emergency business only, with additional fee of \$30 for 1 working day processing (applications shall be presented before 12:30pm may be picked up between 2:30pm-3:00pm on the same day).

### IV.Visa fees

- 1.Please pay by Visa, MasterCard, Money Order, Cashier's Check or Company Check. Cash or Personal checks are not acceptable.
- 2.Please make the company check, cashier's check or money order payable to Chinese Embassy.
- 3.Fee list:

Number of Entry	American	Citizens of other countries*
Single Entry	\$130	\$30
Double Entry	\$130	\$45
Multiple Entry for 6 Months	\$130	\$60
Multiple Entry for 12 Months	\$130	\$90
Multiple Entry for 24 Months	\$130	\$90

\*Visa fees for Romanian passport holders are: \$75 for single or double entry, \$150 for multiple entry.

### V.Visa Validity and Duration of Stay

Usually the validity of a Single Entry or Double Entry "L" visa is 90 days or 180 days from the date of issue. This means the holder of the visa shall enter China no later than 90 days or 180 days from the date of issue, otherwise the visa will be expired and is null and void. Normally the duration of stay of a "F" visa is 30 days, which means the holder of the visa may stay in China for up to 30 days from the date of entry. If your estimated stay in China is longer than 30 days, please make it clear in the application form and ask for the Visa Officer's approval when you submit your application.

### VI.Additional Information

- 1.If the visa application form is not filled out completely, correctly and legibly, your visa application may be delayed or rejected.
- 2.Usually applicant submit his visa application one month earlier before his trip.
- 3.Visa Officers are empowered to make final decision on the validity,duration of stay and times of entry of a visa and may require the applicants provide relevant documents.
- 4.Any person suffering from a mental disorder, leprosy, AIDS, venereal diseases, contagious tuberculosis or other such infectious diseases shall not be permitted to enter China.

All regulations are subject to change without notice.

# Frequently Asked Questions On Chinese Visa

Revised as of April 14,2008

**1. Is an appointment required for a visa application? Can I entrust someone else to apply for me?**

No appointment is required. You may entrust someone else or a travel/visa agent to come to the visa office for application process, but mail visa applications are not acceptable.

**2. Can I provide the embassy or consulate with a photocopy of my passport for visa application?**

No. You must provide your actual passport.

**3. My child is traveling to China with me. He cannot sign his name on his application; can I sign it on his/her behalf?**

Yes. The parents/guardian are allowed to sign the application form instead of the child.

**4. I can't download your application form from the Internet, Can you e-mail me one?**

We can't e-mail it to you. Please give us your fax number and we can fax one to you.

**5. I'm going to China on June 1, and my visa will expire on June 10. Can I still stay in China for 30 days?**

Yes. Usually, a Chinese visa is good for 90 days from the date of issuance, you can enter China any day Within the 90 days (please note the time difference between China and the U.S.); Duration of stay of a visa is usually 30 days (It is written in the visa label), you can stay in China for 30 days from the date of your entrance.

**6. Do I have to see a doctor to have the " Physical examination record for foreigner" filled out?**

This form is strictly for those who will study in China over 1 year. If you are to stay in China for less than one year, you don't have to see a doctor to fill it out.

**7. I am going to Guangdong, then to Hongkong and back to Guangdong for one night. Does it mean that I must have a double-entry visa?**

Absolutely. Double-entry visa means you can enter into mainland of China twice. Since you are going to Guangdong twice, you must have a double-entry visa.

**8. Can I use a certified envelope to mail my application to your office?**

No problem. You can choose any envelope to mail your application to us. What we really care about is the return mail. We would like to advise you to use FedEx or Express Mail, because they are traceable.

The Chinese Embassy and Consulates take authentication applications sent by mail, but do not take visa applications sent by mail.

**9. I am wondering whether you have received my application. Can I call you to check the status of my application?**

Please don't call us for the status of your application processing unless you haven't received your application after 15 days of submission. In case of emergency, you are encouraged to fax us the name of the applicant, and the telephone number through which we may reach you. We'll answer you as soon as possible.

**10. My return mail would be USPS Priority Mail. Do you have any idea how much postage I should pay?**

Please check postage with the post office. As we know, the postage depends on the weight of the package. For FedEx user, write down your FedEx account number or your credit card number on the airbill and the delivery company will charge your account. We would like to advise you to use FedEx or Express Mail, because they are traceable.

**11. I try to call your office, but it is very difficult to reach you.**

We receive about 300 calls from different states each day. We have a person answering phone calls all day . If you have a question to which you can't find the answer on the website, you can e-mail or fax it to us. We'll call you back as soon as possible.

Sample Business Letter of Financial Responsibility

Your Company Letterhead

July \_\_, 2010

Embassy of People's Republic of China  
Visa Section  
Washington, DC

(Your Company Name) is pleased to introduce (Applicant's Full Name & Title - name must be identical to name in passport) who is traveling to your country during August and September, 2010 for the purpose of representing our company at the 14<sup>th</sup> Annual China International Fair for Investment & Trade ("CIFIT") at the invitation of The Foreign Affairs Office of Xiamen Municipal Government. In addition, our representative will be visiting Shanghai, Beijing and Hefei during this trip as part of a business delegation from the State of Maryland, U.S.A.

While visiting Xiamen, People's Republic of China, (Mr./Ms. Applicant's Last Name), in addition to attending the CIFIT, will meet with representatives of The Foreign Affairs Office of Xiamen Municipal Government in furtherance of the Sister City relationship between Baltimore and Xiamen.

(Your Company Name) hereby guarantees the financial expenses of the applicant while (he/she) is visiting your country and (his/her) return transportation to the USA. We appreciate the issue of the visa without delay.

Sincerely,

(Signatory should be a company officer or manager, other than the applicant)



# 2010 China Business and Trade Mission Questionnaire

Shanghai • Beijing • Hefei • Xiamen  
 August 29 – September 10, 2010



*In order for us to assist you in meeting your business goals, please complete our matchmaking questionnaire. The Mission Organizing Committee will use the questionnaire to identify and select companies that can meet your specific needs.*

## A. CONTACT INFORMATION

Name and Title of Person(s) Expected to Participate in Mission:			
Company Name:			
Company's/Participant's Address:			
Company's/Participant's Telephone and Fax Numbers:			
Office:	Home:	Mobile:	Fax:
Company's/Participant's Email Address:			
Company's/Participant's Web Site:			
Contact Name, Title, and Contact Information (if different from above):			

## B. COMPANY/PRODUCT/SERVICE INFORMATION

Year Established:	Total # Employees:	MD Only #:
Latest Annual Sales: \$	International Sales (%):	
Industry/Association Memberships:		
How would you describe upper management's view of the international market's importance to the company's long-term health?		
Please identify the Company/Participant's industry sector(s) and briefly describe the product/service(s) you seek to promote. Include HS codes and/or other identifiers where applicable.		
What makes your products/services <i>unique</i> and <i>competitive</i> over others?		

## C. BUSINESS OBJECTIVES

Please describe Company's/Participant's objectives in participating in this trade mission (i.e. seeking customers/distributors/partners, etc.).
---

Are there any specific companies or types of companies you would like us to contact? If so, please name them.
Are there any specific companies or types of companies you would NOT like us to contact? If so, please name them.
Are there any specific activities that the Participant(s) have already committed to during the trade mission? If so, please provide basic information of your schedule, such as when and where the Participant(s) will have certain arrangements.

**D. OTHER**

If you have additional information relevant to your company or trade mission objectives, please add another page.

**Please return the completed Questionnaire to both of the below persons:**

May Wang  
Executive Director  
Maryland Center China  
Suite 401, Tomorrow Square  
399 W Nanjing Road, Shanghai 200003 P. R. China  
Tel: 86 21 23081188  
Fax: 86 21 23081199  
Email: [maywang@mccusa.org](mailto:maywang@mccusa.org)

**AND**

Xin (Cindy) Wang  
China Program Manager  
Cooper Wallace, LLC  
3500 Parkdale Ave, Ste. 5  
Baltimore, MD 21211 USA  
Office: 410-462-4545  
Cell: 410-336-9496  
Email: [xwang@cooperwallace.com](mailto:xwang@cooperwallace.com)