

China: Trade Mission 2002

Why join PBB's China: Trade Mission 2002?

One-on-one meetings with potential business partners

With the assistance of Government (MOFTEC) officials, you will have the unique opportunity to meet buyers, suppliers, distributors and manufacturers – strategically selected from across China to match your business needs – for one-on-one discussions and negotiations. Expert translators will accompany the delegation throughout the mission, ensuring effective communication with potential business partners.

Leverage PBB's network of key contacts

In China, established personal and professional relationships are essential to succeed in business. PBB's China: Trade Mission 2002 gives you immediate access to a network of government and industry contacts, built and nurtured by PBB and its partners over many years of doing business in the country.

Access business expertise in trade, travel, logistics and more

Realize new business opportunities in China thanks to PBB's knowledge of integrated global logistics services, including trade & regulatory services, corporate travel, international freight forwarding and customs clearance. PBB's Access China Program also provides additional business resources through partnerships with firms specializing in the Chinese market, covering everything from market research, corporate law, translation, insurance and more.

Cost-effective business travel

This 16-day, 5-city tour of the country is the most cost-effective way of travelling to China on business. With travel, luxury accommodations and entertainment organized by PBB's Corporate Travel experts, participants benefit from significant cost savings and efficiencies.

In partnership with:



For more information or to register, call 1-800-924-4466 ext.7000

www.pbb.com/china

Realizing new global opportunities for your business

China: Trade Mission 2002

November 1-16, 2002

Realizing new business opportunities in China

PBB's China: Trade Mission 2002 is a unique opportunity to promote new business partnerships in Beijing, Dalian, Nanjing, Wuhan and Shanghai. Participants will meet key industry contacts and high-level government officials in each city, building the personal and professional relationships that are critical to succeeding in China.

China: Trade Mission 2002 is a must for executives, new business managers and export development professionals seeking to access this critical market for the first time or expand existing trade networks.



Proven leadership

China: Trade Mission 2002 is PBB's third business delegation to China. Companies that participated in the past have made valuable business contacts, initiating new agreements and joint ventures which continue to pay dividends. Many participants continue to reap the benefits from previous missions, and now China: Trade Mission 2002 is your key to the Chinese market.

"The Mission provided SR Instruments an affordable way to investigate new product distribution networks and joint venture opportunities because of the advance work and diligence of PBB's team."

Teresa Eyring, Marketing Manager, SR Instruments Inc., Tonawanda, NY. (2000 Mission Participant)

"The PBB Mission provided us with an excellent opportunity to learn more about the Chinese economy and to identify areas of business potential for member firms."

Doreen Ruso, Vice President International Trade Development Canadian Manufacturers & Exporters. (2000 and 2001 Mission Participant)

"The Trade Mission is a great way for small and medium businesses to begin the business development process in China."

Darrell McFeely, China Texport Inc. (2001 Mission Participant)



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