



SUBCONTRACTING AND PARTNERSHIP EXCHANGE OF CHONGQING
联合国工业发展组织国际投资与工业转包促进机构重庆中心 (SPX 重庆中心)
www.unido-spx.org

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1. SPX-CQ Promotional Activities in May

With the aim to promote the online database of Chinese supplier manufacturing capability: www.SubconChina.com, The 8th China International Motorcycle Trade Exhibition (CIMAMotor 2009) which will be held in September, China Industrial Subcontracting & Outsourcing Fair 2009 (Subcon China 2009) and The 17th China International Industry Fair (CIF 2009) which will be held in November, 2009 in Chongqing, SPX-CQ visited the following Offices of international institutions and enterprises in Beijing and Shanghai:

Chamber of Commerce and Industry of Sabadell (Spain)

Japan-China Economic Association Shanghai Office

Japan External Trade Organization, Shanghai Center

The Confederation of Indian Industry (CII), Shanghai Office

United Arab Emirates Embassy in China

Chambre de Commerce et d'Industrie Francaise en Chine

Embassy of Iceland

League of Arab States in Beijing

Embassy of the Republic of Uganda

Trade Representation of the Russian Federation in the People's Republic of China

The Embassy of The Union of Myanmar

Embassy of Nigeria

(US) Tennessee China Development Center

Royal Norwegian Embassy

Embassy of The Republic of Turkey

Embassy of the Republic of Cote d' Ivoire

Panama-China Trade Development Office

Office of Commercial Affairs, Royal Thai Embassy



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Embassy of Peru

Embassy of Colombia-Commercial Office

Albonair

Toyota Motor Technical Center (China) Co.,Ltd., Shanghai Branch

Yamaha Motor Commercial Trading (Shanghai)Co.,Ltd

Shanghai Representative office, Larsen & Toubro Limited

Global Procurement Center of China, Procurement Division, Komatsu Ltd.

Grainger Global Trading (Shanghai) Co., Ltd

Mahindra & Mahindra Limited

SA SEG SAMRO Company, Shanghai Office

Kawasaki Heavy Industries Consulting & Service (Shanghai)Co.,Ltd.

Ashok Leyland Ltd Shanghai Representative Office

Automotive Trading Ltd., BMW China

(US) Terex Corporation in China

Brembo (China) Brake Systems Co.Ltd

After meeting with SPX-CQ staff, all institutions and enterprises appreciated fully SPX-CQ's bridging between Chinese industrial enterprises and international enterprises, showing great interests in the online database of Chinese supplier's manufacturing capability: www.SubconChina.com and giving high praise for the professional service of SPX-CQ. All institutions are willing to cooperate with SPX-CQ in all kinds of possible ways, such as passing the information about SPX-CQ and its activities to their domestic enterprises, and taking part in the activities of CIMAMotor 2009, Subcon China 2009 and CIF 2009.

2. Cooperation between Japan-China Economic Association and SPX-CQ

Japan-China Economic Association is one of the most important Sino-Japanese economic promotional institutions with great influence power. Most of their 400 members are



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Japanese large enterprises including Toyota, Mitsubishi Electric Corporation, and Fujitsu Corporation and etc.. All activities of Japan-China Economic Association are supported by Japan government. Since 1975, invited by CCPIT, the Japan-China Economic Association delegations consisting of Japanese prominent economists has visited China every year, and in 2008, the delegation had honor to meet with President Hu Jintao.

To strengthen the Cooperation between SPX-CQ and Japan-China Economic Association, SPX-CQ staff visited Japan-China Economic Association Shanghai Office. After friendly meeting with Mr. Goto Masahiko, Director of Shanghai Office, Japan-China Economic Association and SPX-CQ agreed to further cooperate in many aspects. Japan-China Economic Association will assist SPX-CQ in promoting CIMAMotor 2009, Subcon 2009 and www.SubconChina.com on its official website . In return, SPX-CQ will promote the Project of Energy Saving and Environmental Protection sponsored by Japanese and Chinese government on SPX-CQ's website and newsletter and help Japan-China Economic Association to promote the project in Chongqing. .

In December, 2006, "The Japan China Business Alliance for Energy Saving and Environmental Protection" was established by Japan-China Economic Association with the aim at bridging between Japan and China in the field of energy-saving and environment protection by introducing advanced Japanese technology and experience into China. In 2008, Japan-China Economic Association achieved cooperation with China government on the project. At the present, more than 10 consultancy offices were set up in its China branches, which functions as the bridge between Japanese and Chinese enterprises by: introducing the advanced Japanese technology to Chinese enterprises for their inquires about energy saving and environmental protection; Looking for Japanese partner for these Chinese enterprises and match-making between them; Following up the result of match-making and offering necessary help. The project undoubtedly provides powerful support and guidance for Chinese enterprises' development as well as better



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opportunity for the cooperation between Chinese industrial enterprises and excellent Japanese enterprises.

3. Visit of Consulate General of Uruguay – Shanghai and CASCO to SPX-CQ

Uruguay is located on the east coast of South America, bordering the South Atlantic Ocean, between Argentina and Brazil. Uruguay is the center of South American Common Market (the biggest Economic Integration Organization in South America), with the vast market of the population of 3 hundred million, and the most dense network of land transportation in Europe and America. In recent years, the Economic Growth Rate of Uruguay keeps around 8%. Even during the undergoing financial crisis, it is estimated that the Economic Growth Rate in 2009 still achieves 3%.

China is the 3rd trade partner, the 5th importer and the 8th exporter of Uruguay. In 2008, the value of international trade between China and Uruguay achieved USD \$ 1.64 billion. Many Chinese enterprises such as Chery, Cosco, and Huawei have set up their branches in Uruguay. At the present, main exported products from China to Uruguay includes motorcycles, computers and communication technology products, DVD and air-conditioners and etc.. In 2007, the Press Conference of Jiefang Auto of China, FAW Group Corporation and KEEWAY motorcycle of Qianjiang Motor were held in Vladimir Automoviles S.A. of Uruguay (the important local automotive distributor). All participants fully appreciated the design and quality of Chinese automotive and motorcycle, and it is believed that due to their economic and practical feature, Chinese products are very competitive in local market. The involvement of Uruguay famous automotive distributor shows that Chinese automotive and motorcycle play important role in the local market.

CASCO, jointly established by LS, Sanyo and DOOSAN, is No.1 Korean leading manufacturer of casting products for ship engine, air compressor, iron-making equipment and generator. In 2008, CASCO set up a factory capable of producing 50,000 ton casting



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in Dalian. The Vice Mayor of Dalian presented in the completion ceremony.

In May, Consulate General of Uruguay and General Manager of Shanghai CASCO Co.,Ltd made a special visit to SPX-CQ with the aim to deepen their understanding about SPX-CQ and seek more cooperation opportunity. The communication focused on the issues of the professional service of SPX-CQ and Intellectual Property Protection. SPX-CQ was highly praised for establishing platform for international buyers and Chinese suppliers. General Manager of Shanghai CASCO Co.,Ltd expressed her wish to find more quality international buyers through cooperation with SPX-CQ.

4. RFQs

Company Name	Company Introduction	Purchasing Products
IBI (US)	IBI, International Brake Industries is a world-class ISO-9001 manufacturer of domestic/foreign brake hardware and hydraulic parts to all channels of the automotive brake aftermarket, including light and medium duty trucks. It is one of the three biggest companies in the field of automotive brake aftermarket in North America.	Metallurgy products