

the inner chamber



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Forum Chairs

The "Working Groups" area of www.amcham-china.org.cn has more about AmCham's forums and committees

Aerospace ¹ Martin Lin , Rockwell Collins	IT and Telecom ³ Edward Dean , BDA (China) Ltd. David Hoffman , PricewaterhouseCoopers
Agriculture ¹ Greg Gilligan , McDonald's (China) Company Ltd. Tate Miller , American Paper & Forest Association Inc.	Marketing, Advertising and Public Relations ¹ Kate Wang , Caterpillar Zeke Yusah , H-Line Ogilvy
Automotive ¹ Yaping Wang , Ford Motor China	Manufacturing ³ Victor Gao , Individual Harold Lang , Terex Hongjie Wang , Cummins
Aviation Cooperation Program ¹¹ Chris Metts , FAA David Wang , Boeing	Media and Entertainment ³ Alastair Campbell , THOMSON Broadband R&D Anne Stevenson-Yang , Monkey King Investments Jeremy Goldkorn , Standards Group David Hoffman , PricewaterhouseCoopers
Beijing ¹ John Holden , Hill & Knowlton	National/Regional Structure TF John Watkins , Cummins
Chaoyang ⁵ David Kay , Microsoft (China) Sean Mok , Warner Brothers	NE Working Group ⁶ Emory Williams , SureBlock Company
Clean Technology ² Robert Jones , Ecolinx Jim Mahoney , Cleantech Group	Provincial & Regional Development ⁶ Emory Williams , SureBlock Company
Cosmetics ² Carol Shen , Estee Lauder Companies	Real Estate and Development Industry ¹ Eric Hirsch , Jones Lang LaSalle
Energy and Power ² Isikeli Taureka , Chevron Corporation	Retail and Distribution Industry ¹ Matthew Estes , BabyCare Ltd.
Environmental Industry ¹ Jim Mahoney , Cleantech Group	Small- and Medium-sized Enterprises (SMEs) ² Robin Adams , Yi Ming Executive Coaching Company Stacey Berlow , Project Balance LLC Anthony Goh , US-Pacific Rim International, Inc.
Export Compliance Working Group ⁵ Jim Gradoville , United Technologies David Wang , Boeing	Sourcing ¹ Dwight Nordstrom , PRI Scott Olson , Emerson
Financial Services ² Joshua Kurtzig , DAC Financial Management Bing Zhou , GE Money	Standards ¹ Chris Lanzit , ASME Wen Shanlin , NEMA
Food ¹ Owen Ma , Pepsi, Co, Inc.	Tax ¹ Gus Kang , Deloitte Touche Tohmatsu CPA Ltd. Alan Wu , PricewaterhouseCoopers
Healthcare Industry ³ Ahmet Esen , Pfizer Jimmy Ip , Stryker China Roberta Lipson , Chindex	Tourism Industry ² Jamie Lee , Los Angeles Convention and Visitors Bureau China Office
Human Resources ³ Jim Leininger , Watson Wyatt Worldwide	Training and Development ² Alan Babington-Smith , LMI China
Insurance ² Malone Ma , Metropolitan Life Insurance Lester Ross , Wilmer Cutler Pickering	Transportation and Logistics ² Justin Barrow , Penske Bill O'Brien , Havi Foods
Intellectual Property Rights ⁴ Ahmet Esen , Pfizer Steve Hanley , Caterpillar James Haynes , Tee & Howe David Kay , Microsoft (China)	

Committee Chairs

American Community and Culture (ACC) ² Kathy Chi , Golden Richland Business Consultation Emory Williams , SureBlock Anthony Goh , US Pacific Rim International Inc.	Corporate Counsel Subcommittee Andrew Starger , AT&T Shawn Zhao , Google
Appreciation Dinner ⁶ Yan Xuan , SG	US-China Business Mediation Center Subcommittee Edward Williams , Individual
Charity Ball ⁷ Gregory Gilligan , McDonald's John Holden , Hill & Knowlton	Membership ⁹ Robin Adams , Yiming Consulting
Chinese Government Affairs ⁸ She Duanzhi , IBM	Public Policy Development ⁵ Mark Duval , Motorola Matt Roberts , About Information Technology
Corporate Governance Bruce Quinn , Rockwell Automation	Security and OSAC Liaison ⁹ Frank Hawke , Kroll
Corporate Social Responsibility ² Andrew Andreasen , Shanghai AIAL Elizabeth Knup , Individual	US Government Relations ¹⁰ Donald Forest , Sierra Asia Partners John Holden , Hill & Knowlton Stephen Kho , Akin Gump Malcolm Lee , Microsoft
Golf Programs ³ Tibor Baranski , Jun He Law Offices	Visas ⁹ TBD
Legal ⁵ Nathan Bush , O'Melveny & Myers	

Support Staff:

- | | |
|--|--|
| 1 Naomi Sun (Naomi@amcham-china.org.cn) | 7 Maggie Huang (Maggie@amcham-china.org.cn) |
| 2 Julie Leng (Julie@amcham-china.org.cn) | 8 Catherine Shao (Catherine@amcham-china.org.cn) |
| 3 Winona Qi (Winona@amcham-china.org.cn) | 9 Judy Karp (JudyKarp@amcham-china.org.cn) |
| 4 Bill Hart (Bill.Hart@amcham-china.org.cn) | 10 Kippy Ye (KippyYe@amcham-china.org.cn) |
| 5 Fannie Chen (FChen@amcham-china.org.cn) | 11 Michael Chen (MichaelChen@amcham-china.org.cn) |
| 6 Lily Yang (Lily@amcham-china.org.cn) | |

Know Your Working Groups

AmCham-China's working groups (forums and committees) are an invaluable component of what the chamber offers to its members. Each is an industry or area-focused group that meets to discuss critical developments, draft policy recommendations for the annual *White Paper*, and plan chamber workshops and events. These meetings are also great opportunities for members to network and meet their peers from other organizations. Each month *China Brief* highlights specific working groups to give our readers a better idea about what they do. If you would like to get involved please contact the appropriate staff member (please see box left). The AmCham-China website has the most current listing of the working group leadership.

Export Control Working Group



ECWG Co-chair Jim Gradoville at the 2008 Charity Ball

Companies on the ground in China have the best understanding of what the market looks like. That is why the US government looks to industry when formulating effective trade policy. Businesses understand changes in the China market and the impact of new technology developments. This is particularly critical because if new technologies are misunderstood, there is a risk that they may be improperly classified as being sensitive, resulting in trade restrictions that put American firms at a strategic disadvantage.

In order to create a clear channel between business and those developing American trade policy, in March 2006, 16 AmCham-China companies seeking to promote bilateral high technology trade formed the Export Compliance Working Group (ECWG). The goal was to supply the US government with timely and detailed information about China's indige-

nously developed capabilities and imports of foreign technology in specific strategic sectors. Providing current information is the most effective way to help US policy-makers design the best trade policies that protect US national security while enabling legitimate civilian trade. One of the major goals was to ensure that as technology restrictions fall out of date (as technology becomes less sensitive), they are updated to encourage trade.



ECWG Co-chair David Wang

In response to the proposed New China Rule issued by the Department of Commerce Bureau of Industry and Security (BIS) in 2006, the ECWG submitted a cross-sector report that described China's technical capabilities in 32 of the 47 proposed technologies to be restricted for trade. The end result was that BIS dropped or limited the scope of more than half of the proposed 47 items in the final version of the New China Rule. For companies operating in China, this was a major victory that promoted appropriate trade.

As a result of ECWG's work, the now 19 member companies have helped increase the understanding between the US and Chinese governments. The ECWG has helped to identify areas of common interest in the bilateral trade relationship and to eliminate misperceptions on both sides. It has also provided direct assistance to the US government in formulating new trade policies towards China.

Jim Gradoville (president of UTC-China) and **David Wang** (president of Boeing-China) currently co-chair the group. To get involved please contact **Fannie Chen** at:

FannieChen@amcham-china.org.cn

Anti-Monopoly Law Breakfast with SwissCham

A large crowd of AmCham-China and SwissCham members gathered at the Hilton Beijing Hotel for a co-hosted seminar on the recently-implemented Anti-Monopoly Law. The law has generated a lot of interest in the business community due to its growing importance and potential impact on operations in China, which the large number of attendees at the event reflected.

The presenters, all competition lawyers with Chinese and anti-monopoly law backgrounds, included **Adrian Emch** (Sidley Austin), **Yizhe Zhang** (Jones Day) and **Chen Huanzhong** (Global Law Offices). **John Liebeskind** (Global Law Offices) moderated the event.

Mr. Emch discussed cartels and distribution pricing, Ms. Zhang discussed merger control rules, and Mr. Chen discussed the history and implementation of the law.

Following their presentation on the law, the three panelists presented a case study to the audience to encourage a more example-based understanding of the law. This highly interactive component of the program addressed actual situations and solutions business leaders could potentially encounter in their daily operations. The panelists also challenged audience members to identify anti-competitive characteristics in the case study and offered industry-specific examples related to the case study.

SME Conversation Series: Finding your Digital Voice

Eggplant Digital and EastWest Public Relations jointly presented the Small and Medium-Sized Enterprise (SME) Forum's monthly conversation series. The session "Finding your Digital Voice" helped participating SMEs learn how to leverage digital media to better promote their businesses.

Oliver Dooley, director of digital strategy for Eggplant Digital, brought his more than seven years of online advertising experience to the table. He discussed strategies for using the internet to drive sales and get larger exposure to target markets. **Mark Chen** of EastWest Public Relations demonstrated how to use the web to monitor online word of mouth and preserve brand integrity online.

During the interactive session, attendees explored these concepts in depth, discussed the pros and cons of new communication mediums and compared channels for reaching digital audiences in China with those in the West.

Young Professionals Brown Bag Lunch

As part of its ongoing Brown Bag Lunch series, the chamber's Young Professionals group invited guest speaker **Ian Charles Stewart** to lead a discussion of the key issues facing entrepreneurs and investors in China.

Stewart, a leading international authority on technology driven media businesses, engaged the audience with his own professional development and personal experiences navigating China's business world. From his successful photography career, to co-founding US-based magazine *WiReD* and working within a venture fund at Lazard Brothers, Stewart's successful track record in formulating, investing and executing business ideas proved invaluable to the young professional audience.

When asked how he had achieved such success, Stewart modestly retorted, "I was lucky. Luck helps in life." Although his business knowledge clearly demonstrated a professional prowess beyond mere luck, Stewart provided key insight into the challenges facing China's young business community.

Please refer to the events area of the AmCham website for information about future Young Professionals Group events. You may also contact **Julie Leng** at:

Julie@amcham-china.org.cn

AmCham's Annual HR Directors Conference

Preparing for change and managing transformations at companies was the focus of AmCham's Ninth Annual Human Resource Directors Conference held recently at the Sofitel Hotel. Over 130 attendees spent a full day discussing the "how, whys and whens" of facilitating change. The theme of this year's conference was "Embracing Corporate Change: Engaging Employees to Accelerate Transformation" and it catered to HR directors, executives, consultants and others who wanted to learn how to be the "ambassa-

dors of change" in their organizations.

HR directors and other senior executives from well-established firms in China, including Watson Wyatt, Santa Fe Relocations, Hewitt Associates and Kraft Foods, spoke and moderated discussions at the conference sessions. Several of the speakers provided AmCham with copies of their presentations. These are available on the home page of the AmCham site for members only.

Advocacy Development Breakfast Meeting

More than 40 AmCham-China members attended a breakfast meeting at the Beijing American Club. The event marked the official kick-off the *White Paper* process, which culminates in the release in late April and the Washington Doorknock trip in May. AmCham-China policy analyst **Fannie Chen**, who will lead the annual project this year, gave a presentation about the long-term goals of the chamber's advocacy efforts.

The *White Paper on American Business in China* is the definitive policy document the chamber publishes each year. It addresses industry-specific and regional issues affecting American businesses in China and provides recommendations about how Washington and Beijing can try to improve the overall business environment. The Public Policy Development Committee (PPDC) is the driving force behind the *White Paper*, and this year's co-chair, **Chris Lin** (Akin Gump), spoke to AmCham-China members about how they could get involved. Forum and committee leadership and members were encouraged to convene and discuss the themes and priorities for their *White Paper* industry chapters, each of which is written by the relevant working group.

With the *White Paper* process starting, the PPDC is looking for AmCham-China members with an interest in effecting policy to take an active role in the group. It is an opportunity to shape the policy agenda of the chamber and be a representative at meetings with US and Chinese government officials. On the American side, the culmination of this is the Washington, DC Doorknock. This year, more than 40 AmCham members and staff met with more than 50 Congress members, Senators and representatives from the executive branch. The *White Paper* is also often cited as a valuable resource by

Chinese leaders when crafting policy positions related to US-China trade and affecting US business in China.

The speakers emphasized that with a new US administration taking over in January and China moving into its post-Olympic period, this is a unique moment in US-China relations, and the *White Paper* is an opportunity for AmCham to play a major role in that development. CSR Committee Vice Chair **Natalia Montuori** (Arreon Carbon) and AmCham-China Vice President of Government Relations **Kippy Ye**, both veterans of the *White Paper* process, gave their insight. Kippy talked about the satisfaction he gets when government officials tell him that they have decided to adopt the AmCham position on various issues, as advocated in the *White Paper*, as happened to him earlier that week.

In addition to Chris Lin, **William Hess** (Global Insight) is a co-chair for the PPDC.

Members-Only Briefing with US Ambassador Clark T. Randt



Ambassador Randt addressing the AmCham community

AmCham members gathered at the Kerry Centre Hotel for an exclusive briefing with US Ambassador to China **Clark T. Randt**. During his address to over 170 AmCham members, the Ambassador emphasized that there are changes ahead for the US-Sino relationship as the Beijing Olympics have drawn to a close and the US awaits the change in administration.

Following a brief introduction from AmCham Chairman **James Zimmerman**, Ambassador Randt opened with praise for the Chinese government for hosting both a successful Olympics and Paralympics. He noted that the visit to Beijing made by President Bush marked the first time a sitting president has attended a foreign held Olympics in US

history, reflecting the mutual trust and admiration shared by both countries.

The issue of obtaining visas was also briefly addressed. The Ambassador assured AmCham members that the situation had improved significantly and that US Embassy personnel were working with Chinese officials in an attempt to resolve any remaining issues.

Other topics addressed included the US Presidential election, the state of the Chinese and US economies and environmental initiatives within China. Ambassador Randt also encouraged members to read the proposed China policies of the presidential candidates in October's *China Brief* magazine.

With Ambassador Randt's term coming at the end of this year, this event was his final executive briefing to AmCham members.

Breakfast Roundtable with Senator Chuck Hagel

The AmCham-China leadership hosted a private breakfast roundtable and dialogue with Senator Chuck Hagel (R-Nebraska) recently at the China World Hotel in Beijing. Attendees included representatives of BabyCare, Boeing, Hill & Knowlton, John Deere, McGregor & Co., MetLife, Pfizer, Scientific Games, Squire Sanders, Texas Instruments, and Tyson Foods. Senator Hagel was joined by various US Embassy staff and foreign policy advisors.

"Senator Hagel is a strong and ardent supporter of constructive US-China relations, has a keen understanding of China trade issues and globalization, and his wise counsel and leadership for AmCham-China member companies is much appreciated," commented AmCham-China Chairman James Zimmerman. AmCham-China members routinely meet Senator Hagel during



Chairman Zimmerman presenting Senator Hagel (right) with a copy of AmCham's China Brief

the annual Doorknock visit to Washington, DC.

Chuck Hagel, Nebraska's senior US Senator, is serving his second term in the United States Senate. Senator Hagel's duties include membership on four Senate committees: Foreign Relations; Banking; Housing and Urban Affairs; and Intelligence and Rules. Senator Hagel is the author of *America: Our Next Chapter*, an examination of the current state of our nation which provides proposals for the challenges of the 21st century.

ACP Meets DOT



(From left) Keith Glatz (DOT Office of International Aviation), Mike Reynolds (DOT Acting Assistant Secretary), Terri L. Robl (Director, Office of Aviation Negotiations, US State Dept.)

US-China Aviation Cooperation Program (ACP) members met with US Department of Transportation (DOT) Acting Assistant Secretary **Mike Reynolds** and his delegation at the Foreign Commercial Service offices of the US Embassy. Over 20 ACP member companies participated in the meeting and exchanged ideas with the visiting delegation. **John Burns**, vice president of Boeing, China, and **Joe Tymczyszyn**, ACP executive director, led the meeting for ACP. AmCham-China Chairman **James Zimmerman**, was also in attendance.

John and Joe opened the meeting by giving a report on ACP's history and recent activities. With the participation of other members, a wide range of topics were discussed during the meeting, including capacity, efficiency and recent efforts to assist China with disaster relief through the development of general aviation.

Sandeep Bahl, general manager of Northwest Airlines, and **Victor Lee**, regional director of American Airlines, gave a presentation on the bilateral cooperation on Chinese Airlines Economic Regulatory Reform. ACP also briefed Reynolds on Air

Traffic Flow Management and Executive Management Development Training, as these ACP activities are relevant to negotiations that Assistant Secretary Reynolds is holding with the Civil Aviation Administration of China on air traffic rights. The acting assistant secretary and his team recognized ACP's contribution to US-China aviation cooperation and pledged their support of the program.

First Analysis: Labor Law Implementing Regulations

The long-awaited implementing regulations for the Chinese Labor Contract Law (LCL), issued by the State Council on September 18, have been widely anticipated by the foreign and Chinese business communities. **Andreas Lauffs**, an experienced employment lawyer and head of the employment law group at Baker & McKenzie, gave an overview of the new law to AmCham members and guests recently. He pointed out problematic areas for businesses and cautioned about the potential pitfalls companies may encounter now that the LCL has been enacted.

Lauffs highlighted potentially problematic areas of the new LCL including open-term contracts, transfer employees and employee training contracts. He also identified em-



Andreas Lauffs discussing the LCL

ployee consultation as an issue which needs to be further defined.

A related subject that Lauffs addressed was the recent development of the All-China Federation of Trade Unions' (ACFTU) push to unionize all Fortune 500 companies this year. According to the ACFTU, 82 percent of multi-national corporations in China are already unionized. They hope to unionize all Fortune 500 companies operating in China by December 31, 2008.

Fire Safety, Human Health and the Global Environment



Arlene Blum discusses her career as a biophysical chemist

At an intimate luncheon held at the AmCham-China office, UC Berkley-based biophysical chemist **Arlene Blum** led an informal discussion about the negative impacts of adding toxic chemicals to consumer products. Blum is known for research she carried out in the 1970s that contributed to removing cancer-causing flame retardants from children's sleepwear in the US.

The visiting scholar described the work she is doing to protect the environment while maintaining fire safety. Currently, Blum is working with a global team of scientists and NGOs to stop hundreds of millions of pounds of what she considers unneeded toxic fire retardant chemicals from being added to consumer products worldwide. She noted that by law in her home state of California, manufacturers must add flame-retardants to their products. There are serious doubts about the efficacy and safety of these chemicals. She is hoping to prevent manufacturers in China from following California's lead in requiring the use of these chemicals.

A New CSR Landscape

Speakers at the well-attended "How CSR Today is Helping Shape Business in China" session presented current trends in corporate social responsibility (CSR) in China based on recent research and described what they see as a new CSR landscape taking shape.

Edelman Managing Director in China **Charles Lankester** discussed criteria that companies should consider when evaluating their Chinese CSR programs. These include how well the programs align with both govern-



Erin Harper from APCO introducing the panelists

mental and corporate priorities and how well the program plays to the company's strengths. Lankester also reminded the audience of seasoned CSR professionals about the high-value employees and prospective clients assign to companies with winning CSR initiatives. Additionally, he said that new research finds that 88 percent of consumers in China say they are likely to buy products from brands that make a donation to worthy causes.

CSR Asia Director (Beijing) **Brian Ho** provided tips for developing CSR strategies and strategies for selecting and working with non-governmental organization (NGOs) partners. He says it's important for firms to identify NGO partners with similar values and to set measurable targets.

DLA Piper's Corporate Social Responsibility Manager of Asia **Clare Pearson**, discussed the growing impact of governmental involvement in CSR activities. She touched on the potential implications of MOFCOM's new guidelines on "CSR Compliance by Foreign Invested Companies" and the demographic reality that building brand value among China's rural populations today is an investment in the middle class consumers of tomorrow.

For more information about the CSR Committee, please e-mail **Julie Leng** at: Julie@amcham-china.org.cn

Panel Discussion on the Global Financial Crisis

Over 60 AmCham members attended last month's sold-out panel discussion on the global financial crisis, hosted by the chamber's Financial Services Forum. Professor of Finance from the Cheung Kong GSB **Dr. Ming Huang**; Vice Chairman of APCO Worldwide in Greater China **Alastair Campbell**; and Professor of Finance at Peking University's Guanghua School of Management

Michael Pettis (article on page 10) were panelists for the discussion, which was moderated by Financial Services Forum co-chair **Joshua Kurtzig**.

The panelists began by sharing their personal views about the causes of the recent financial turmoil and the collapse of the US mortgage market. They discussed the state of the US banking system and the pros-and-cons of increased regulation and industry-wide restructuring. With increasingly clear evidence that Wall Street's sudden downturn has expanded beyond the borders of the US, panelists discussed the implications of this global downturn and on how this crisis would affect China. They offered their predictions on the extent of the crisis and spoke about the recent reforms to China's capital markets—particularly the recent changes in of short selling. Finally, the speakers offered suggestions about ways China could ride out the storm, noting the changes that Chinese regulators could make to minimize exposure and strengthen the financial system.

Following the discussion, the speakers fielded several questions. Concluding the meeting, the speakers agreed to reconvene the panel in three to six months and address these important issues.

CSR Quarterly Meeting

The Corporate Social Responsibility (CSR) Committee held their quarterly meeting in AmCham-China's conference room, setting out their near-term agenda. Around 20 members attended, with backgrounds in NGOs, corporations and government. On the agenda was this year's Annual Charity Ball (article on page 26). Part of the money raised at the event will go towards a donation to this year's grantee UNESCO, for their three-year project on rural health as well as other causes. An RMB one million relief fund will be set up from the Board of Governors reserve to support the "Chengdu Earthquake Relief Project," which is administered by the World Health Organization.

During the meeting, attendees discussed this year's *White Paper*. For their chapter, the CSR Committee will be focusing on four main topics: product safety, workplace issues, environmental impact and donations.

At the meeting the committee also solicited new ideas for the 2009 work plan, especially the committee's plans to organize a large long-term project. CSR Committee Co-chair **Andrew Andreasen** (Shanghai AIAL)

led the meeting together with vice chairs **Natalia Montuori** (individual) and **Erin Harper** (APCO).

To get involved with the CSR Committee please contact **Julie Leng** at: Julie@amcham-china.org.cn

The Media's Changing Perception of China



(From left) Yang Rui, James Fallows, Melinda Liu, Li Xin and Evan Osnos

On Friday, October 17 AmCham-China hosted a panel discussion on the media's changing perception of China at the China World Hotel. Five top-tier correspondents and media experts shared their views on the changing media landscape in light of this year's earthquake, the Tibetan riots, the Olympics and a number of other events that have shaped the way the country is portrayed. The panel included **Yang Rui**, host of CCTV's *Dialogue*; **Melinda Liu**, Beijing bureau chief of *Newsweek* magazine, **Li Xin**, English desk editor for *Caijing* magazine; **James Fallows**, *The Atlantic Monthly's* Beijing-based correspondent; and **Evan Osnos**, *The New Yorker's* China correspondent.

The wide-ranging discussion covered the influence of the internet on how the media responds to events in China as well as changes over the last several decades in journalists' access to "average" Chinese citizens and the government. A topic of great debate was the role of *fenqing*, or China's "angry youth," in society. The group, which is often cited in domestic and international media reports, is either a dangerous force, or a deeply misunderstood subculture in China, depending on whom one listens to.

About 40 AmCham-China members and guests attended the event, which was followed by a reception with attendees mingling with the panelists. AmCham-China's Vice President of Communications **Matt Wisla** moderated the event, which was hosted by the Marketing, Advertising and PR Forum.

Tianjin Merger with AmCham-China

AmCham-China, Tianjin Chapter brings increased benefits for all members

By Michael Hart and Hank Martin



The team from the AmCham-China, Tianjin Chapter

The merger between AmCham Tianjin and AmCham-China is a great step forward for the American business community in China. It is a move that will be highly beneficial for all member companies, bringing with it an expanded reach and network for all involved. The Tianjin chamber will now be known as AmCham-China, Tianjin Chapter.

We would like to take this opportunity to provide background about the Tianjin Chapter and the logic for the recent merger.

AmCham Tianjin's Roots

Since the establishment of the Tianjin Economic Development Area in 1984, the city's economy has grown phenomenally and the number of American companies in the area has mirrored this. In 1996, a number of American businesspeople, representing several of these firms, formed a chamber of commerce to provide the community with increased resources. By 2008, our membership had grown to around 150.

Tianjin continues to have a strong manufacturing and logistics base and has recently seen the emergence of international service sector firms including banks, accountants and a variety of consultants. Our members reflect that mix of industries, and a diverse range of companies of all sizes actively participate in our events. The chamber has been very successful to this point and has long had excellent cooperation with AmCham-China.

Logic for the Merger

While AmCham-Tianjin has always provided excellent value to its members, as an AmCham-China chapter, we can now expand the benefits available to them. These include visa services, government advocacy programs and a greater ability to attract and host key industry and government speakers.

Similarly, the huge increase in member companies—and industries that they represent—expands the size of the network. Joining AmCham-China is an opportunity for companies in Tianjin to increase their professional networks and tap into existing industry-specific programming. This is particularly true for service sector firms, an active area among American companies in Tianjin.

For manufacturers, Tianjin has a strong base in many specialties and is even leading China in some, including aerospace, micro-electronics and renewable energy. The addition of the new chapter will also provide an opportunity to connect Beijing-based companies to Tianjin's international manufacturing community.

Tianjin and Beijing: Cities Growing Together

Recent investments have greatly increased the links between Tianjin and Beijing, where most AmCham-China members have traditionally been based. Tianjin played host to several rounds of Olympic soccer games and a piece of the torch run, allowing the city to share in Beijing's Olympic excite-

ment. The new expressway linking the cities and the new 30-minute high-speed train have increased the feasibility and volume of leisure and business travel. In this environment, it is only natural that the two American business communities are increasing their links as well.

Even prior to the merger, the Tianjin and AmCham-China leaderships had already begun to cooperate on some events. These included the Financial Services Forum in early 2008, the Asia Society Event in May and the inclusion of a Tianjin section in the most recent annual *White Paper*. Welcoming Tianjin as an AmCham-China chapter was the logical next step in this process.

Operating Structure

One of the key priorities of the merger was keeping Tianjin Chapter members fully engaged in directing programs within their city. To that end, Tianjin's former board of governors has become the Tianjin Chapter Executive Committee and will continue to play a major role in driving the local agenda. It will coordinate with the AmCham-China Board of Governors by sending two representatives to the monthly meetings.

We will continue to operate an office in Tianjin, with the team based there (see picture) reporting to the AmCham-China central office to ensure the delivery of services to local members and visiting Beijing members.

Opportunities for Beijing Companies

The Tianjin Chapter will continue to carry out local activities including company tours, informational lunches, golf tournaments in the spring and fall, and monthly social gatherings. We welcome members from Beijing to join in our activities, which will now be posted on AmCham-China's website for the convenience of all members. We will, of course, also continue to look for additional opportunities to cooperate.

This is a great development for all members involved. We in Tianjin are delighted to join the AmCham-China family. It is an important step forward for everyone.

Hank Martin and Michael Hart are chairman and vice chair of AmCham-China, Tianjin Chapter Executive Committee, respectively.