



2010

England's North West
market visit to
Shanghai World Expo 2010
& Chengdu

12 - 20 October 2010

英格兰西北区
赴上海世博会和成都
市场考察团
2010年10月12 - 20日



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将英格兰西北地区展现于2010年上海世博会的中心

中国已成为按国内生产总值核算的全球第二大经济体，并预计将于本世纪中叶跃居首位。通过在上海世博会以鲜明姿态亮相，英国将与这个我们最重要的贸易和投资伙伴之一加强经贸联系，它的人口占了世界人口总数的五分之一。

上海世博会将成为全球前所未有的最大而最引人瞩目的博览会。中国政府已经宣布了雄心勃勃的计划，在六个月的世博会期间接纳七千万游客。博览会将为展现英国最好的产品和服务提供机会，巩固我们与中国的伙伴关系，并为未来建立牢固的关系。

英国和利物浦市都在世博会展区拥有专门的展馆。在五月至十月的会展期间，作为文化和商业领域的奥运会，英国吸引全球关注的主题是“英国的创造力、创新和知识”。世博会的中心主题是“城市，让生活更美好”。这反映了城市的需要，即在保护环境的同时，适应日益增长的人口需求。这已成为中国的特别关注点，也正是为什么城市最佳实践区是如此重要，为什么西北地区专门从事环保的企业将可以特别利用此次机遇。当然，在这样一个强大而不断增长的经济中，所有领域具有竞争力和创新性的企业的机会都将获得走向成功的机遇。

英国贸易投资总署致力于帮助西北区企业保持并增进发展，为从新成立缺乏经验的出口企业到高成长性的研发密集型企业提供全方位的服务。我们的西北团队可提供外部的专业知识和特长，帮助在中国和亚太地区发展商务联系。

上海和整个中国经济提供了巨大的长期机遇，我很高兴能够再次访问上海和北京，与朋友和合作伙伴紧密合作，以帮助企业开拓商机，实现它们在中国的贸易目标。



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PLACING ENGLAND'S NORTHWEST AT THE HEART OF 2010 SHANGHAI EXPO

China is already the second largest economy in the world by GDP and is expected to be the biggest within a decade or so, having overtaken Germany earlier this year to be the world's biggest exporter. By taking a high profile role in the World Expo in Shanghai, the UK is helping strengthen economic ties with one of our most important trade and investment partners - one that represents one in five of the world's people.

This World Expo in Shanghai is the biggest and most high-profile the world has ever seen. The Chinese Government announced ambitious plans to receive 70 million visitors during the six months of Expo and is well on track to achieve that. The Expo is a chance to show the very best that the UK has to offer, to strengthen our partnership with China and build on that strong relationship for the future.

Both the UK and Liverpool have dedicated pavilions at the event. Running since May and closing in October, the Expo is a cultural and commercial Olympics and a great opportunity to draw international attention to "British creativity, innovation and invention". The central theme of the Expo is "Better city, better life" reflecting the need for cities to adapt to the needs of growing populations while protecting the environment. This is a particular concern for China, which is why the urban best practice area is seen as so important and why north-west companies specialising in environmental work are particularly well placed to take advantage. With such a strong and growing economy, however, there are opportunities across the board for competitive and innovative companies to succeed.

UKTI is here to help north-west companies maintain and improve upon that growth, providing a range of services for everyone from new and inexperienced exporters to high growth R&D intensive firms. Our North West team provides additional specialist expertise on developing business links in China and the Asia Pacific region.

Shanghai and the wider Chinese economy offer substantial long term opportunities and I am delighted to be visiting both Shanghai and Chengdu again, working closely with friends and partners to help companies explore the opportunities and achieve their trade goals in China.



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UK TRADE & INVESTMENT is the Government organisation that supports companies in the UK doing business internationally and overseas enterprises seeking to set up or expand in the UK. Its role is to help companies realise their international business potential through knowledge transfer, and on-going partnership support.

To support its aim to enhance the competitiveness of companies in the UK through overseas trade and investments, and attract a continuing high level of quality foreign direct investment, UK Trade & Investment offers services to UK businesses that want to grow their business internationally, and to overseas businesses that want to locate in the UK.

UK Trade & Investment are here to help North West companies maintain and improve upon that growth, providing a range of services for everyone from new and inexperienced exporters to high growth research and development focused companies. Our UK Trade & Investment's North West team provides additional specialist expertise on developing business links in the Asia Pacific region.



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英国贸易与投资总署是一所政府机构，为开展国际贸易的英国企业和寻求在英国落户和扩展的海外企业提供支持。它负责帮助企业通过知识转移和持续的合作支持，实现其国际业务的潜力。

为支持旨在通过海外贸易和投资提高英国企业竞争力的目标，并持续吸引高质量的外国直接投资，英国贸易与投资总署为希望开展国际贸易的英国企业和寻求在英国落户的国外企业提供服务。

英国贸易投资总署致力于帮助西北区企业保持并增进发展，为各个企业提供全方位的服务，它们包括从新成立缺乏经验的出口商到高成长性的研发密集型企业。我们的西北团队可提供外部的专业知识和特长支持，帮助在中国和亚太地区发展商务联系。

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英中贸易协会(CBBC)是在英国为英国各行业提供与中国相关的商业信息、建议、咨询和服务的主要来源。

英中贸易协会支持各种规模的英国公司，为它们提供商业服务、实际的市场协助和业务支持。所设定的服务旨在使企业发掘中国市场的潜力并发展良好的商业战略。通过在美国的7个办事处和在中国11个城市设点形成的网络，英中贸易协会的服务提供于所有位于英国的公司。

英中贸易协会会员计划提供了更多的利益。作为英国主要的中国相关业务的机构，英中贸易协会得到了英国政府的有力支持，包括其所提供的中国业务咨询和多种商务支持服务。对于使英国企业在华取得成功关系重大的事项，英中贸易协会的地位使其在对中国和英国的官员进行相关游说方面，发挥了至关重要的作用。

The **China-Britain Business Council** (CBBC) is the UK's leading source of China business information, advice, consultancy and services for UK industry.

CBBC supports British companies of all sizes, providing business services, practical in-market assistance and industry initiatives. Services are designed to allow companies to gain access to the potential of the China market and develop a sound business strategy. Delivered through a network of seven offices in the UK and a presence in 11 cities in China, CBBC services are available to all UK based companies.

A membership scheme offers further benefits. As Britain's leading China business organisation, CBBC enjoys strong support from the UK government for which it provides China business advice and a number of business support services. CBBC's status allows it to play a vital role in lobbying both UK and Chinese officials on matters important to the success of British business in China.

英国出访团 UK DELEGATION



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Artzu是一家国际艺术咨询顾问公司，并且是艺术家与专业用户之间联系的枢纽，这些专业用户包括建筑师、设计师、开发人员以及为商业或公共场所寻求艺术作品的客户。

我们将商业经验、专业的艺术知识和优质的服务与支持出色地结合了起来。

我们综合的服务范围包括：具体场所的项目管理委托，开发艺术项目，并采购和管理艺术收藏。

我们具有在英国、中东和海外其他地区管理艺术项目的丰富经验。

我们旨在发展与在中国与东南亚设有办事处的各建筑师、室内设计师、地产开发商和景观规划师的对话。

Artzu International Art Consultants is the pivotal link between artists and professional users including architects, designers, developers and those seeking artwork for the business and public environment.

We provide a unique combination of commercial experience, specialist art knowledge and high quality service and support.

Our comprehensive range of services include: project managing site-specific commissions, developing art programmes, sourcing and managing art collections.

We have extensive experience in commissioning artwork in the UK, Middle East and overseas.

We aim to develop a dialogue with architects, interior designers, property developers and landscape architects with offices in China and South East Asia.



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Aspire最近被利物浦每日邮报评为-“年度知识企业”，它是一家以企业家知识为基础的公司，寻求发展我们为一系列大学、学院、企业和社会企业提供的服务产品组合。

我们正在寻求以下领域的合作伙伴：

- 研究
- 成人教育
- 陈述介绍
- 青年人的教育
- 生产
- 评价

Recently nominated for the **Liverpool Daily Post - “Knowledge Business of the Year”**, **Aspire** is an entrepreneurial knowledge-based business seeking to develop the portfolio of services we offer to a range of Universities, Colleges, businesses and social enterprises.

Seeking partners for the following fields:

- Research
- Young people's Learning
- Adult Learning
- Production
- Presentation
- Evaluation



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Austin-Smith:Lord是一所英国的建筑执业事务所，自1949年以来一直在提供卓越的建筑服务。我们在英国有六个事务所，而在阿联酋也有一个事务所。Austin-Smith:Lord是一家200强企业，在英国的建筑事务所前百强中排名第七，并为建筑、景观、室内设计和城市规划等领域提供服务。

公司在下述领域具有丰富的专业知识与技能，包括：

- 历史建筑保护
- 专门的工业建筑
- 大学园区设计

Austin-Smith:Lord通过参与到所服务的社区的城市、职业和社会生活中，取得了卓越成果并受到广泛认可。

Continuously providing excellence in design since 1949, **Austin-Smith:Lord** is a UK based Architectural Practice with six UK offices and an office in the United Arab Emirates. Austin-Smith:Lord is 200 strong, ranks 7 on the UK top 100 practices and offers services in Architecture, Landscape, Interior Design and Urban Design.

We have many specialisations and skills, including:

- Historic Building Conservation • Specialised industrial buildings • University design

We are distinguished and identified by its engagement in the Civic, Professional and Social life of the communities in which we work.



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BDP 是英国最主要的以建筑为主导的多领域设计机构之一，根据“建筑”杂志编纂的信息，位居全球十大建筑从业机构之列。作为欧洲最大的建筑从业机构，它拥有 1200 多名员工。BDP 所获得的 500 多个奖项，使其成为在多部门的“思想领袖”，包括教育、医疗、零售、工作、文化和休闲建筑方面，并为新社区做总体规划。

我们希望调研中国市场并寻找新的联系和业务伙伴，帮助我们在未来建立永久性的 BDP 分支机构。

BDP is one of the UK's leading architect-led interdisciplinary design organisations and ranked within the 'Top Ten' architectural practices in the world as compiled by 'Building' magazine. It is the largest architectural practice in Europe, employing more than 1200 staff. With over 500 design awards, BDP is recognised as being a thought leader across many sectors including education, healthcare, retail, workplace, culture and leisure buildings as well as the master planning of new communities.

We aim to research the Chinese market and to find new contacts and new business partners who can help us to establish a permanent BDP presence in the future.



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Brabners Chaffe Street LLP是英格兰西北的一家主要的律师事务所，为企业部门提供全方位的法律服务，并为股票上市公司、机构部门和公共部门提供一系列专业服务。

我们的目标是：

与在上海的数家律师事务所发展紧密联系，旨在互相委托相关业务。

与有意在英国开展业务的合适的上海企业建立联系。

与有意中国市场的现有的和新的英国客户合作，向他们介绍对方（当业务相关时），并提高对我们总体能力的认识。

Brabners Chaffe Street LLP is a leading North West law firm providing a comprehensive range of legal services to the corporate sector and a range of specialist services to PLCs, the institutional sector and the public sector.

Our aims are:

- To develop strong relationships with a small number of law firms in Shanghai, with the aim of cross referring work to each other.
- To build relationships with suitable Shanghai businesses intent upon undertaking business in the UK.
- To work with existing and new UK clients with interests in China, to introduce them to each other (where appropriate) and to raise awareness of our overall capability.



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Brock Carmichael Architects 将建筑艺术、建筑保护、规划、城市设计和室内设计等要素结合起来，在文化、休闲、教育、商用和住宅建筑诸领域获得了众多奖项。包括默西塞德郡海事博物馆、爱乐音乐厅、利物浦表演艺术中心、利物浦霍普大学、利物浦大教堂游客中心、坎贝尔广场和在Liverpool ONE的六个项目。我们具有将历史建筑的再利用和新开发结合起来的专业知识和经验。

我们希望与需要专业建筑、保护、规划或城市规划设计服务的开发商和投资人合作，包括政府机构、公共和私营部门，帮助他们开拓在中国和英国的发展机遇。

Brock Carmichael Architects combine architecture, conservation, planning, urban design and interior design, with an award-winning track record of cultural, leisure, education, commercial and residential building projects. This includes Merseyside Maritime Museum, Philharmonic Hall, Liverpool Institute for Performing Arts (LIPA), Liverpool Hope University, Liverpool Cathedral Visitor Centre, Campbell Square and six projects in Liverpool ONE. We have specialist expertise in combining the re-use of historic buildings with new development.

We wish to work with government agencies, public and private sector developers and investors who require specialist architecture, conservation, planning or urban design services and to assist them with development opportunities both in China and the UK.



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CBI Global Freight Management 是UNI Logistics Inc. 公司的子公司。UNI Logistics Inc 是中国的十大私营国际货运代理企业之一，成立已有十多年的历史。在中国我们有30多个办事处，并在英国、美国和香港设有办事处。UNI Logistics Inc 专门从事国际空运，海运，多式联运，物流配送，2PL，大型项目运输，服装物流，展览物流，个人财物及速递货物运输。

我们希望成为联接中英之间国际贸易的桥梁，特别是为中小型企业服务并展示中国投资的价值。继而，我们希望通过提供低成本而高效的物流解决方案，寻求与其他成员发展合作和服务的机会。

CBI Global Freight Management is a subsidiary of UNI Logistics Inc. UNI Logistics Inc is a top 10 private international freight forwarding enterprise in China, which has been established for more than 10 years. There are 30 offices in China complimented by our own offices in the UK, US and Hong Kong. UNI Logistics Inc specialises in international air & sea transport, multimodal transportation, logistics distribution, 2PL, large project transport, fashion logistics, exhibitions logistics, personal effects and courier shipments.

We would like to connect the international trade between China/UK/China, particularly for the SME and show the value of Chinese investment. Then we would like to seek the co-operation and service opportunities with the other members by providing a better cost efficient logistics solution.



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今年是Brian服务于Chase International的23周年。Chase是一家英国的国际采购公司，专门为电力、石化和采矿行业采购、销售并分销工程和机械产品。

Brian具有向国际市场采购和提供欧洲的产品和零配件的丰富知识与经验。产品主要提供于在远东、大洋洲、南部非洲和南美洲的客户。

在过去的八年里，Chase International已经在亚洲和中国市场奠定了扎实的基础，这是通过发起、开拓并保持为电力和加工行业所提供系列产品的销售稳步增长实现的。

我们希望开展市场调研并与现有和潜在的客户发展更紧密的联系。

This year marks the 23rd anniversary of Brian's role with **Chase International**.

Chase is a UK based International Procurement Company that specialises in the procurement, sales and distribution of engineering and mechanical products to the Power, Petrochemical and Mining sectors.

Brian has a wealth of knowledge and experience in the sourcing and supplying of European products and spare parts to the International Market. The main areas of supply being to the Far East, Australasia, South Africa and South America.

During the last eight years, Chase International has laid down secure foundations in the ASEAN and Chinese markets by initiating, developing and maintaining a steady growth in the sales of their product range to the Power and Process Sectors.

We are looking to research the market and to develop closer relationships with both existing and potential customers.



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访问上海和成都 Visiting Shanghai and Chengdu

中联集团将为来英发展的中国公司，提供关全方位的综合性的服务。在过去的三年里，我们帮助几百家中国公司在英国设立公司和发展生意。

我们有意与来英投资房地产和买卖生意的公司合作。我们现在是很多大学和学院的代理，我们可以帮助解决投资商子女在英国上学的问题。同时我们帮助这些公司或个人在英国融资上市，公司合并和收购，购买英国国债，同时我们能为您解决相应的投资移民签证。我们愿意引进优秀的亚洲球员来英国训练，帮助他们积累经验，拿到专业资格证。

China Alliance Group is a property and consultancy group who offers one stop shop solutions for Chinese companies and investors who wish to come and set up in the UK. We have helped over hundreds of companies to set up in the UK in the past 3 years.

We will be looking for investors who are keen to purchase properties in the UK. We have become agents for universities and colleges where we can place their children for education. We can help these Chinese companies to get listed in the UK AIM market, and help individual investors to invest in UK bonds, and shares in companies as part of the £1m investor visa requirements. We also would like to bring talented young footballers from Asia to come and train in our UK academy and to gain their relevant experience and UK qualification at the same time.



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Continuity Shop是一家培训和咨询公司，专业从事业务连续性管理、危机管理、应急规划、风险评估和应急计划。所有培训都经过专业机构认可，包括业务连续性协会、紧急规划学会和英国标准协会。我们的客户包括金融时报前百强中的94家企业，以及每一个英国政府部门。我们的客户遍及除南极洲外的各个大洲。我们在上海设有办事处，并有以跨国公司为主的大量中国客户。

我们此行的主要目标是探讨如何帮助中国企业，包括私营和国有企业，将应急管理的各个阶段的最优实践融入到它们的运营中去，进而发展我们的业务。

Continuity Shop is a training company and consultancy, specialising in Business Continuity Management, Crisis Management, Emergency Planning, Risk Assessment, and Contingency Planning. All training is endorsed by professional bodies, including the Business Continuity Institute, the Emergency Planning Society and The British Standards Institution. Our clients include 94 of the FTSE Top 100 companies, and every UK Government Department. Our clients are in every continent, except Antarctica. We have an office in Shanghai and a number of China customers, though mainly multinationals.

Our principal aim on this market visit is to explore how we can gain business by helping China owned companies, both corporate and government owned, to incorporate best practice in every form of Emergency Management into their operations.



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访问上海和成都 Visiting Shanghai and Chengdu

DIA Trading UK Limited是OLC,大曼彻斯特学院的指定代表,帮助为中国学生设计和开发专门的教育项目。他也是中联集团的业务伙伴,为有意在英国购买房产的中国投资人/学生提供一站式服务解决方案。

此次访问的目的是:

1. 寻找在中国的学院和学校,以便开展类似英国国家课程5级水平的合作,它的学术地位相当于英国学位课程的第一年和第二年
2. 会见发展职业培训的相关机构并发展联系
3. 进一步了解中国的房地产市场。

DIA Trading UK Limited is an appointed representative for OLC, a Greater Manchester College to help design and develop special education programmes for Chinese students; a business partner of China Alliance Group to offer one stop solution for Chinese investors/students who wish to purchase properties in the UK.

The purposes of the visit are:

1. To identify colleges in China that can collaborate at similar levels to the UK National Curriculum Level Five which is an equivalent academic standing to the first and second year of UK degree programmes.
2. To meet and build relationships with the associations to develop vocational training.
3. To better understand the property market of China.



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eBusiness UK 是在其所在领域中最先创立的公司之一，并为零售、批发和分销领域的成百上千的企业提供电子商务和在线营销解决方案。

eBusiness UK 同时还管理经营众多电子商务零售企业，范围涵盖从食品到消费型电子产品等各个领域。

我们此行的目标是研究电子商务产品与服务，并探讨合作机会—特别是与计算机和电子消费产品的制造商和经销商。

eBusiness UK is one of the UK's longest established companies in its sector, and has provided ecommerce and online marketing solutions to hundreds of businesses in the retail, wholesale and distribution sectors.

eBusiness UK also manages and operates a number of ecommerce retail ventures ranging from food products to consumer electronics.

Our objectives for this visit are to research ecommerce products and services and to investigate collaboration opportunities – particularly with manufacturers and distributors of computing and consumer electronics products.



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Enterprise是英国最大的支持服务企业，致力于为公共部门和公用事业公司提供必要的服务。我们通过技术、伙伴关系和人员实现提高、价值和可持续性。众多地方当局、政府机构和公用事业供应商信任Enterprise作为合作伙伴。我们提供对他们的基础设施维护至关重要的集中和综合的有效服务。我们的服务行业领域包括水、电信、电力和煤气、体面的社会住房、维护良好的公共场地、街道清洁、垃圾收集和处理、建筑物维护和高效的运输。

我们希望能在中国市场检验我们的系列产品和服务。

Enterprise is the largest UK support service company, dedicated to providing essential services to the public sector and to utility companies. We drive improvement, value and sustainability through technology, partnerships and people. Many local authorities, government organisations and utility providers trust Enterprise as a partner. We deliver focused, integrated and effective services, vital for maintaining their infrastructure. Our range of services covers water, telecommunications, power and gas, decent social housing, well-maintained public grounds, clean streets, refuse collection and disposal, maintained buildings and efficient transport.

We would like to test Chinese market for our range of products and services.



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Enterprise Q Ltd是一家英国石英供应商，总部位于曼彻斯特。Enterprise Q Ltd创立于1996年，并已确立了在质量、灵活性和可靠性方面的良好声誉。Enterprise Q Ltd能提供齐全的拉伸部件和所有标准石英产品。

我们正在寻求扩大与有意发展欧洲市场的业务合作的亚洲合作伙伴（客户和供应商）的联系。我们可以提供高质量的材料，它们是从关键的欧洲和美国石英制造商那里采购的。

Enterprise Q Ltd is a UK-based Quartz supplier with its headquarter in Manchester. Established in 1996, Enterprise Q has built up a strong reputation for quality, flexibility, and reliability. Enterprise Q Ltd is able to supply the full range of fabricated drawing parts, as well as all standard Quartz products.

We are seeking to expand our links with Asian partners (customers and suppliers) who are looking to develop their business in co-operation with the European market. We can provide high quality material, sourced from key European and US Quartz manufacturers.



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访问上海 **Visiting Shanghai**

Expert Language Solutions: 为您走向全球提供一对一的服务。我们在提供量身定制的语言支持服务方面具有良好声誉，这是基于个性化的项目管理、灵活性、准确性和迅捷的完成速度。我们荣获殊荣的团队可以帮助您释放国际业务潜力，它由在各国的语言专家组成，提供英语、普通话和80多种其他各国语言的服务。

Expert Language Solutions 希望与其他位于中国的语言支持机构、寻求国际贸易机会的全球性公司、外事办公室和商会相互联络并确立互惠的合作关系。

Expert Language Solutions: Your One-to-One Service With A Global Reach. Our respected reputation for delivering tailored language support services is based upon personalised project management, flexibility, accuracy and fast turnarounds. Unleash your potential for international business with our award-winning team of native in-country linguists working between English, Mandarin and 80 other world languages.

Expert Language Solutions intends to network and establish long-term mutually beneficial relationships with other China-based language support agencies, worldwide companies pursuing international trade opportunities, foreign affairs offices and chambers of commerce.



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Far East Consulting 是新近成立的项目管理和贸易销售咨询公司。我们的目标市场是服装和家居纺织品。我们位于英格兰北部的兰开夏郡—亦为英国纺织品的中心。我们广泛的知识基础使我们吸引了大量从中国和远东采购产品和服务的买家。我们的专业知识使我们能够为进出英国的业务以最低的成本提供最高质量的服务，就款式和价格展开竞争。

我们希望会见新的客户，从而创造以进出口为目的的业务。我们将证明，中国作为一个“品牌”将成为全世界最有利可图的市场之一。这将确保我们在英国和中国的服务与产品的质量。这也将确保我们能实现并超越您对Far East Consulting 的需求期望。我们希望双方能找到共同利益，并彼此对未来的业务合作充满信心。

Far East Consulting are experienced consultants in design, project marketing, and Trade Sales. Our market is garments, textiles and furniture. We are located in the Northern county of Lancashire home to textiles. Our extensive knowledge allows us to attract buyers who will source products and services provided by China. Our expertise enables us to deliver the highest quality at the lowest costs to and from the UK.

We hope to meet contacts who will generate new business projects. We will demonstrate that China as a 'brand' is one of the most profitable in the world. This will ensure quality in our services and products, both in the UK and China. We hope that future businesses find mutual interests and can have confidence in each other.



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格莱美旅行是英国其中一家最值得信赖的境内旅行公司。我们为来欧洲各国的个人、家庭和团体提供贵族级别的专业旅游服务。

通过和顾客的交流，我们经验丰富的工作人员会为他们量身打造一个世界一流水平的旅行。

我们也热忱地为去欧洲各国旅行度假的顾客们免费提供实际有用的建议和息。

我们期待同优秀的中国出境游旅行公司以及各商会建立互利互惠长期稳定的合作关系。

Glamorous Travel is one of Britain most trusted inbound tour operators. We specialise in providing tailor-made luxury tours for groups and individuals wishing to travel to Europe.

All tours we operate are custom made and designed in co-operation with our clients. Our highly professional team of travel consultants take every care to ensure that all travel arrangements are at the highest standard possible.

We offer free practical advice, information and recommendations on travel throughout the European continent.

We are looking to establish professional relationships with well established Chinese outbound tour companies and special interest clubs.



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Glass Eye Productions 是一家高质量创意电影和视频制作公司，它成立于2002年，位于英国的索尔福德市，在英国媒体城附近。我们专注于发展社会纪录片和我们的在线三维平台“Neighbourhub” (neighbourhub.org)。Danny Lomax是公司的董事总经理和制片人/导演，他获得了索尔福德大学的纪录片硕士学位，并荣获艺术与人文研究理事会的奖学金。他的创作已经在国际电影节上得到了放映，并受到了英国知名媒体的关注。

我们的目标是扩展我们的覆盖面并向亚洲市场提供服务，包括已经使英国客户受益的社会纪录片、在线三维平台和高质量电影和视频的制作。Yingyue Wang作为Glass Eye 公司的创意制作人和影片剪辑，将在此次展会代表本公司。她来自中国并了解亚洲市场的需求。她自于索尔福德大学求学时便参与了Glass Eye公司的工作，并于最近参与了首届‘中国有能人’节目的制作。

Glass Eye Productions is a High Quality Creative Film and Video Production Company based in Salford, UK near the site of Media City UK, established in 2002. We specialise in developing social documentaries and our online 3D platform ‘Neighbourhub’ (neighbourhub.org). Danny Lomax is the MD of the company and Producer / Director, he graduated with a MASTERS in Documentary from the University of Salford which he was awarded a Scholarship from The Arts and Humanities Research Board. His work has been shown at Film Festivals internationally and has received high profile media attention in the UK.

We aim to extend our reach and offer the Asian market our services that clients in the UK have benefited from within social documentary and online 3D platforms as well as High Quality Film and Video Production. Yingyue Wang, Creative Producer and Editor at Glass Eye is representing the company at this Expo, she is from China and understands the needs of the Asian Market. She became involved with Glass Eye whilst studying in the UK at The University of Salford and has recently been involved with the first “China’s Got Talent”.



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Hawks Scientific Ltd创立于4年以前，它从全世界的众多制造合作伙伴那里，为制药行业的研发活动供应小批量(1g-25kg)的精细化工品，它们虽非独有但很难得到，主要属于卤代中间体化学品。我们的目标是，为我们的客户在交付周期内提供商定规格的产品，它们为我们认可的供货商和受我们重视的长期客户双方所接受。我们向行业内的客户确保提供有保障的质量体系，这意味着保证所要求的质量和包装。

我们希望扩大销售并与化学制药商、供货商和制药行业的承包商建立新的合作伙伴关系和联盟。

Hawks Scientific Ltd was established 4 years ago to supply fine chemicals in small lots

(1g – 25kg) from a number of manufacturing partners worldwide to provide the R & D activities of the pharmaceutical industry with hard to find intermediates mostly halogenated although not exclusively. Our objective was to provide our customers with product to an agreed specification within a lead-time that is acceptable to both our approved supplier and our valued and long term clients. We can assure the industry that we can offer an assured quality system that means the required quality and package is guaranteed.

We aim to broaden sales and forge new partnerships and alliances with chemical manufacturers, suppliers, and contractors to the pharmaceutical industry.



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汇丰银行是全球“首要的国际商业银行”，在65个国家拥有7500名客户关系经理。我们在亚太地区分布于21个国家，并且是中国最大的外资银行。

Andrew Ryder 是汇丰银行的高级经理。作为兰开夏郡和坎布里亚郡的地区业务总监，他领导着英国最大的业务中心，以及拥有众多国际和高级商务经理的大型团队。

此行的目的是促进与汇丰银行的同事、当地的专业人士、顾客和潜在客户之间的跨境业务委托与交流。

Andrew将介绍汇丰银行出色的国际业务能力，并进一步发展/开拓我们与客户和主要合作伙伴的海外网络。

HSBC is the world's "Leading International Bank" with 7,500 relationship managers in 65 countries. In Asia Pacific we are based in 21 countries and are the largest foreign bank in the PRC.

Andrew Ryder is a senior manager at HSBC. As Area Commercial Director in Lancashire and Cumbria. He leads the biggest Commercial Centre in the UK with a large team of International and Senior Commercial Managers.

The objective of this visit is to facilitate cross border referrals with HSBC colleagues, local professionals, clients and prospective clients.

Andrew will demonstrate HSBC's unique international capabilities and further develop and expand our overseas network of customers and key partners.



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Illumination Educational Software开发了一套关于遗传学的定期更新的在线资源，称为“基因之旅”。最新的令人感兴趣的新发展是“基因之旅”的“投票者观点”部分。辩论的主题由教师设定，并可以就任何科目而不仅是科学展开辩论；这极大地扩展了我们的在线资源市场。学生们首先在“投票者观点”环节投票，如果与所讨论主题相关的话，还可以选择观看“基因之旅”的视频。之后他们展开辩论，无论是在彼此之间还是通过Skype与世界其他地区的学生一起。最终的投票会记录下在整个过程中，他们的观点如何发生了改变。人们普遍承认，青年人发展其批判性思维能力和从跨学科和全球的角度理解问题的重要性。采用“基因之旅”的国际辩论将使教师能够帮助学生实现这些重要的目标。

我们希望使中国的学校、学院和大学通过加入到“基因之旅”，参与这一令人兴奋的国际辩论。

Illumination Educational Software has developed a regularly updated online resource on genetics called Gene Journey. A recent exciting development is the new Voters' Views Section of Gene Journey. Debate topics are set by the teachers and can be on any subject, not just science; this has vastly expanded the market for our online resource. Students vote initially using Voters' Views, there is the option to watch video from Gene Journey, if relevant to the topic under discussion. They then debate, either amongst themselves, or by using Skype, with students anywhere in the world. The final vote records how their opinions have changed over the course of the session. It is generally acknowledged that it is important for young people to develop their critical thinking skills and understand issues from a cross-curricular and global perspective; international debates using Gene Journey will enable teachers to support their students to achieve these important goals.

We would like Chinese schools, colleges and universities to join in these exciting international debates by subscribing to Gene Journey.



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作为经理主管人员培训教程的提供者，我们希望进一步发展我们在中国的联络网，并接触优质的潜在公司代表和客户。

我们同时寻求进一步巩固我们作为全世界最高水准的教学机构之一的地位。

As a provider of executive training courses we are looking to further develop our network of contacts in China, and access high quality potential delegates and clients.

We are also seeking to re-affirm our position as one of the highest ranking educational institutions in the world.



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Mancunium IP提供有成本效益的知识产权和技术咨询服务，行业领域包括电子产品、机械设备、医疗设备、电信、环保/绿色产品。公司的服务大致分为三大领域：(1) 知识产权的获取、开发和强制执行；(2) 为已授予的知识产权的售后服务、知识产权商品化、许可战略和知识产权组合管理提供咨询；(3) 为不同技术领域提供技术咨询。我们提供的其他服务包括合作研发、知识产权景观、许可/新颖性检索、签约前的尽职调查、知识产权与技术审查、审计与品牌、商标监视服务。

我们此行的目的和目标是：

- 探究知识产权服务的海外出口机会；
- 为委托人发现生产服务
- 许可与知识产权商品化的机会
- 亚洲市场的市场调查；进口机会
- 研发
- 国际商务联络

Mancunium IP offers Intellectual Property and Technology Consulting services, specialising in various sectors. We have done work in Electronics, Mechanical devices; Medical devices; Telecommunications & Eco-friendly / Green Products.

The company's services generally fall into one of 3 categories; (1) Acquisition, exploitation and enforcement of IP rights in the UK and Europe. (2) Advising on after-care of granted IP rights; IP Commercialization; Licensing strategies, and IP portfolio management and (3) Technology consulting in diverse technical fields. Other offerings include Collaborative R&D; IP Landscaping; Clearance / Novelty searches; Pre-contractual due diligence; IP & Technology reviews / audits and Brand / Trade Mark watch services.

Our aims and objectives for this market visit are :

- Explore overseas export opportunities for IP services
- Foster links with product manufacturers
- Licensing & IP Commercialization opportunities
- Market research for the Asian market.
- Importing opportunities
- R & D
- International networking



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Merchant Clipper Ltd 为英国公司提供包括采购、贸易和出口服务的独到的组合服务。Merchant Clipper 可以提供下述服务：

- 产品开发、寻找买主和产品采购
- 生产管理
- 质量保证和质量控制
- 订购和运输管理
- 开发出口市场
- 商业纠纷调解

Dan Margo 领导着这家公司，他能讲流利的汉语，并在过去的10年中在中国建立了广泛的网络。Merchant Clipper 拥有你在中国改善和发展贸易平台所需的资源，并使其成为您业务成长的发动机。我们的目标是：

1. 了解更多的市场机会
2. 与访问团成员交流合作
3. 会见新的潜在合作伙伴
4. 参观上海世博会

Merchant Clipper Ltd provides a unique combination of procurement, trade and export services to British companies. Merchant Clipper can offer the following services:

- Product Development & Sourcing of vendors and products
- Production Management
- Quality Assurance and Quality Control
- Order and Shipping Management
- Export market development
- Commercial dispute mediation

The company is headed up by Dan Margo, a fluent Chinese speaker with an extensive network in China built up over the last 10 years. Merchant Clipper has the resources you need to set up and enhance your trading platform in China and make it an engine of growth for your business.

We aim to:

1. Learn more about the market opportunities
2. Network with mission members
3. Meet new potential partners
4. Visit the Shanghai World Expo



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访问上海 Visiting Shanghai

Natural Energy Sources (“NES”) 正在申请成为太阳能光伏设备的 MCS (英国微型发电产品认证计划委员会) 注册安装商的过程中 - 根据英国政府2010年4月实施的税收政策, 这使客户能从总账单上扣除用可再生能源发电的数量。NES预计将于2011年成为该设备的英国分销商。

NES 是 “Lift Turn Move Limited” (LTM) 集团的一部分。LTM集团已成立了六年, 它为娱乐和工业应用提供起重设备- 例如, 提供用于曼彻斯特、利物浦和北京的大舞台的升降机。

NES 之前一直从英国的供货商采购经MCS认证的设备。然而现在, NES 希望与主要部件的制造商建立供应链的直接联络(经MCS 认证的仪表板, G83/1 认证变换器和安装系统)。

我们认为质量、成本和服务至关重要。同时, 当新技术问世时, 供应商对其的适时采用也至关重要。

Natural Energy Sources (“NES”) is in the process of becoming an MCS registered installer of Solar Photovoltaic equipment - entitling customers to claim for the Feed in Tariffs launched by the UK government in April 2010. We expect to also become a UK distributor of the equipment in 2011

NES is a part of the “Lift Turn Move Limited” (“LTM”) group. LTM have been established for 6 years, providing lifting equipment for entertainment and industrial applications - providing hoists for example going into major arena's in Manchester, Liverpool and Beijing.

We have initially sourced MCS accredited equipment from UK suppliers. Now however we would like to establish supply chains direct with manufacturers for the main components (MCS accredited Panels, G83/1 certified Inverters, and Mounting Systems).

Quality, cost, and service are considered to be of paramount importance. It is also important that the supplier adopts new technologies when it becomes available.



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Nesaru Consulting 为从事国际贸易的企业提供专业的出口营销、企业对企业网络应用解决方案、网站设计、品牌交流和推广战略。

我们的目标是在中国找到合作伙伴以开拓 Nesaru 的业务。

Nesaru Consulting specialises in export marketing, business to business web application solutions, website design, brand communication and promotional strategies for companies that trade internationally.

Our objectives are to find collaborative partners to develop Nesaru's business in China.



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New World trading corporation 是优良英国与欧洲产品的出口商与全球产品的进口商。

我们希望采购新产品并为优质的英国产品开拓在远东和中东的新市场。

New World Trading Corporation are exporters of fine British & European goods and importers of products worldwide.

We are looking to source new products and to create new world market for quality British goods in the Far East and Middle East.



Nicholas Jones
主管 Director

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访问上海 Visiting Shanghai

我们是一家提供定制的男装和女装和现成服装的剪裁和衬衫制造商，同时提供定制的牛仔裤和羊绒针织品。

我们的目标是：

- 了解中国市场对英国定制剪裁的需求
- 会见潜在的合资企业合作伙伴，以便在中国和远东开创综合性的英国定制剪裁服装的绅士俱乐部。
- 推广 “Nicholas Jones Bespoke” 这一英国品牌。

We are a men's and ladies' bespoke and ready to wear tailoring and shirt maker and also provide bespoke jeans and cashmere knitwear.

We aim:

- to research the demand for English tailoring in China
- to meet potential joint venture partners in order to develop and open the concept of a combined English tailors and gentleman's club throughout China and the Far East
- to promote the English brand of “**Nicholas Jones Bespoke**”.



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Paver Smith 一直在帮助“利物浦视野”和利物浦市议会推广宣传它们在2010年世博会的利物浦城市展馆。我们提供了有力的媒体关系支持，并陪同了该地区的特派记者们访问了上海，帮助了许多当地企业了解世博会的概况以及它可能提供的机会。

Paver Smith 在利物浦和曼彻斯特设有事务所，并作为本地区领先的公关公司为多领域提供支持，如专业服务、房地产、贸易、休闲、运动和零售。我们拥有由公关专业人士、前记者和市场商人组成的富有经验的团队。因而，我们居于有利地位，可以帮助你在英国开展业务，如果您希望了解关于上海世博会和在中国开展业务的机会相关信息，我们也可以帮助您。

更多信息请登录：www.paversmith.co.uk

Paver Smith has been supporting Liverpool Vision and Liverpool City Council in promoting the City's presence at Expo 2010. We have provided strong media relations support, have accompanied the region's leading journalists on trips to Shanghai, and have helped engage many local businesses with what the Expo is about, and the opportunities it may provide.

Paver Smith has offices in Liverpool and Manchester, and as one of the region's leading PR agencies provides support to many sectors such as professional services, property, trade, leisure, sport and retail. With a very experienced team of PR professionals, former journalists and marketers, we are well placed to help your business either in the UK, or if you wish to gain some further insight into the opportunities that Expo and working in China may give you.

To find out more: www.paversmith.co.uk



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访问上海 Visiting Shanghai

The Peel Group 是一家在市场上占据领先地位的资产超过50亿英镑的英国公司。我们在很多发展中的企业里持有多数股份。这些企业涵盖土地，房地产开发，房地产投资，能源，环境资产，机场，港口，传媒，酒店，公用事业和广告等领域。

Peel 通过参加2010世博会期望在中国寻找合作伙伴，在设计，施工和长期投资方面公共开发项目。有关这个长期合作的绝佳机会的详细信息请登录以下网站：

- 开发 www.peelwaters.co.uk
- 能源 www.peelenergy.co.uk
- 传媒 www.mediacityuk.co.uk

The Peel Group is a UK based leading enterprise with assets in excess of £5 billion. The Group holds significant investments in a number of growing businesses including Land, Property Development, Property Investment, Energy, Environmental assets, Airports, Ports, Media, Hotels, Utilities and Advertising.

Peel looks to the people and businesses of China through their participation at the 2010 World Expo to find partners to share these projects, for their design, construction and long term investment. Full details of the exciting opportunities for long term partnership can be viewed at:

- **Development** www.peelwaters.co.uk
- **Energy** www.peelenergy.co.uk
- **Media** www.mediacityuk.co.uk



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Ph. Creative 是一家位于利物浦的提供全方位服务的网络营销企业，专注于在线和离线服务相结合的营销策略以有效地促进您的业务，创立品牌意识，并提供适合于您的主导营销体系。我们的服务包括网页设计和网页开发、搜索引擎优化、竞价排名、电子邮件营销和社交网络营销。

我们的主要目标是接触新的信息和通信技术和设计企业。我们希望寻求精简我们的成本基础的机会，提高机构的能力并评估业务外包的选择。从而帮助我们在流程、交付和劳工成本等环节提高效率。我们也在寻找更多的供应链方面的商业机会，以帮助我们发展在上海和成都的客户群。

Ph.Creative is a full service internet marketing agency based in Liverpool specialising in the combination of online and offline **marketing strategies** to effectively promote your business, create brand awareness and provide a lead generation system that works for you. Our services include **web design and web development, SEO, PPC, email marketing and social network marketing.**

Our aims and objectives are to make new connections with ICT and design businesses. We want to explore opportunities to streamline our cost base, enhance agency capability and assess outsourcing options. Helping us build efficiencies around process, delivery and labour costs. We are also looking for additional supply chain business opportunities to help grow our client base in Shanghai and Chengdu.



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访问上海 Visiting Shanghai

R S Clare & Co Ltd在工业革命初期的1748年，由Richard S Clare先生创建于利物浦市。我们是全英国确立时间最悠久的润滑油制造企业。

我们下属的表面涂层部门，负责制造并实施防滑表面和交通标记。我们下属的工业润滑油部门，通过开拓我们为全球的铁路、石油与天然气、钢铁、船舶和汽车行业提供特殊产品的小众市场，积累了制造润滑脂的长期丰富经验。我们的私有品牌润滑剂部门，一直在我们客户自有的品牌下，为它们生产常规和非常规的润滑油。

Clare公司所涉足的领域的机会包括：

应用于海洋应用、道路、桥梁和停车场的防滑表面和道路标志。应用于铁轨的特殊润滑油，以及用于上游的石油与天然气行业和自有品牌的润滑脂需求。

RS Clare & Co Ltd was founded in Liverpool in 1748 by Richard S Clare at the start of the Industrial Revolution. We are the longest established company manufacturing lubricants in the United Kingdom.

We operate a Surface Coatings Division, making and applying antiskid surfaces and traffic markings. Our Industrial Lubricants Division has built on our long experience in grease making by carving out niche markets for speciality products in Rail, Oil & Gas, Steel, Marine and Automotive industries throughout the world. Our Private Label Lubricants Division continues to manufacture conventional and non-conventional lubricants under customers' own brands.

There are opportunities for all the areas in which Clare is involved:

- Antislip Surfacing and Road Markings for marine applications, roads and bridges and car parks.
- Specialist lubricants for Railtracks, for the upstream Oil & Gas Industry and own brand lubricating grease requirements.



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Sigmatex 是将碳纤维转化为机织、单向、多轴和三维的无纺布的全球领先企业。 Sigmatex 生产增强碳纤维，以满足航空、航天、工业、船舶、土木工程、汽车、国防和休闲市场的要求严格的应用。

我们将推广宣传我们在中国的新设施，它为中国的航天领域提供由全球领先企业所生产的高品质的增强碳纤维。

Sigmatex is a world leader in converting carbon fibre into woven, unidirectional, multiaxial and 3 dimensional textiles. Sigmatex manufactures carbon fibre reinforcements for demanding applications in space, aerospace, industrial, marine, civil engineering, automotive, defence and the leisure market.

We will be promoting the opening of our new Chinese facility, offering quality Carbon Fibre reinforcements from a World Leader to the Aerospace community in China.



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访问上海和成都 Visiting Shanghai and Chengdu

李应华会计事务所帮助许多中国公司和个人在英国设立公司和发展业务，我们为客户提供全方位的会计业务，从公司初步的会计业务到公司的年结帐，我们公司现有过百家的中国客户。

我们正在寻找有意来英国投资生意的公司和个人，我们可以帮助他们在英国设立公司和税务机关登记，一旦公司设立，我们会定期管理他们的账目和税务事项，协助他们能继续拓展英国和欧洲的市场。

SL Accountancy Solutions is an accountancy practice which helps many Chinese companies and individuals to set up their business in the UK. We provide a comprehensive list of accountancy services to our clients from start-up to year end accounts, and we have over hundreds of Chinese clients in our portfolio.

We will be looking for companies and individuals who wish to set up their business in the UK. We can help them to open companies and register with tax authorities in the UK. Once they've set up, we'll help them to manage their accountancy and tax affairs on a regular basis, so that they can continue to expand their business in the UK and Europe.



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SPV Consulting为公共、私人以及志愿再生发展机构提供经济和商业发展的分析和咨询。SPV Consulting针对项目管理和发展提供交叉学科的建议和方法。

我们此行的宗旨和目标是会见一些具有英国市场联系的开发和制造太阳能光热和光电产品以获得小规模可再生能源的公司来获取对中国可再生能源市场的了解。

此外我们还会在商业办公市场和国内能源部门的低碳可再生新能源发展方面就技术转让和最佳操作的问题和有关的专家组织会面。

SPV Consulting provides economic and commercial development analysis and advice to the public, private and voluntary regeneration sectors. We provide a multidisciplinary approach to project management and development.

The aims and objectives of SPV Consulting are to gain an introduction to the Chinese renewable energy market by meeting companies who are developing and manufacturing solar thermal and photovoltaic products to produce small scale renewable energy who may have a UK market connection. In addition, we aim to meet with specialist organisations involved in technology transfer and best practice in Low Carbon renewable energy developments for the commercial office market and domestic energy sector.



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Redfoot 鞋是著名的原始可折式鞋，它特有的设计所提供的舒适感让人们从‘高跟鞋杀手’那得以解脱。Redfoot 适合任何场合并能舒适的穿一整天。

我们此行的目的是对中国市场有个总体的认识并了解如何让我们的英国品牌进入中国市场。

Redfoot Shoes are the famous original folding shoes, especially designed to give comfort and relief from “killer heels”. Redfoot shoes are perfect for any occasions and durable enough to wear all day long.

We aim to get an overview and understanding of the Chinese market and fully understand how our UK brand can complement Chinese consumers lifestyles.



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访问上海 Visiting Shanghai

The Scott Partnership 是一家领先的独立的全球企业对企业公关公司，总部设在英国但是全球足迹遍及美洲和非洲。The Scott Partnership 与跨国公司合作为客户提供量身定做的服务，帮组他们解决沟通交流的难题， 建立自己的品牌以及提高其在全球市场的知名度。

我们拥有一个在高科技和商业交流领域，精通生命科学，化工产品，食品和饮料，印刷，包装和电子产品的25人的全球市场营销专业团队。

The Scott Partnership 在上海新成立的亚太地区总部为进入中国市场的公关和市场营销活动提供直接的服务。 因此，我们希望在中国建立联系并发展业务关系，同时也积极寻找在该地区新的合作伙伴。

A leading independent global business-to-business PR company, **The Scott Partnership** is headquartered in the UK with a global footprint spanning America and Asia. The Scott Partnership works in partnership with and for multi-national companies, offering tailored services to help clients resolve communication challenges, build their brands and raise their awareness in global markets.

With a 25-strong team of marketing professionals worldwide, we specialise in high tech and business-to-business communications, especially in life sciences, chemicals, food and beverages, print and packaging and electronics.

The Scott Partnership has a newly established office in Asia providing on the ground delivery of PR and marketing campaigns into China from a Shanghai-based team. We are therefore looking to forge contacts and develop business relationships in China and are also actively exploring new partnerships in the region.



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访问上海 Visiting Shanghai

我们设计，开发和制造货物和原材料处理设备。我们还设计开发和制造机场手提行李安检区域的设备。

我们希望找到一个合作伙伴来生产我们现有的产品并协助开发和生产我们最新的机场安检区域自动转盘返回系统的设计。

We design, develop & manufacture cargo and material handling equipment. We design develop and manufacture equipment for hand luggage security areas for airports.

We are looking to find a partner to manufacture our current products and assist in the development and manufacture of our new design of automatic tray return system for airport security areas. Also, we are looking for a Chinese manufacturer of Airport related products for Transact to become the UK and European sales distribution agents.



Lihong Fan
主管 Director

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United Phoenix Ltd

Phoenix House

76 The Mount

Hale Barns

Altrincham

Cheshire

WA15 8SZ

United kingdom

访问上海 Visiting Shanghai

我们是一家进出口性质的公司，主要从事中英两国贸易和服务交易，旨在未来的5年内扩大到欧洲，中东及东南亚地区。从短期来看，我们的主要业务是出口优质啤酒，苹果酒和矿泉水到中国市场。

与此同时，我们也在寻找其他与中国相关的多元化业务领域，因为我们将有机会收购一家目前正从中国进口建筑材料并销售给英国供应商的英国小公司。由于传媒城会在不久的将来在大曼城索尔福德码头建成，我们正在向为中国商业和卫星频道制作商业纪录片节目提供咨询服务。

我们参加此次市场访问的主要目的有以下几个方面：

1. 获取有关我们目标市场的第一手经验。
2. 和我们潜在的客户进行面对面的交流
3. 调查中国有关标签要求，进口关税和知识产权保护的法律规定。
4. 发展商务联络网并寻找其他的商业机会。

We are an import and export company by its nature, mainly dealing with trade and services between the UK and China, and aim to expand to Europe, the Middle East and South East Asia region within the next 5 years. In the short term, our products will be mainly premium beer, cider and mineral water exporting to the Chinese market.

In the meantime, we are also looking into other diversified business area with linkage to China, as there is an opportunity arising to take over a small UK company who currently imports building materials from China and supplies UK -based manufacturers. With the Media City will soon be built in Salford Quays, Greater Manchester, we have been approached to provide consultancy services to make business documentary programmes for business and satellite channels in China.

Our main objectives for participating in this market visit are:

1. Get first hand experiences of the market we are targeting
2. Have face to face meetings with our potential customers
3. Investigate the legality of China's labelling requirements, import duties and Intellectual Property Protection
4. Networking and exploring other business opportunities



Paul Garratt
主管 Director

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Email: paul@urbanspaceproducts.co.uk

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Urban Space Products

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Exchange Flags

Liverpool

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United Kingdom

访问上海 Visiting Shanghai

Urban Space Products 设计和制造齐全的跟城市环境相关的户外结构和公共领域家具。我们由可持续 / 再生材料制作的产品包括自行车棚, 有盖行人通道, 入口顶棚, 公共汽车候车亭, 吸烟亭以及柱灯, 座椅, 花盆, 垃圾箱及自行车架。我们的客户和合作伙伴包括建筑师, 当地机构, 学校和建筑公司。我们热爱环境, 创新设计及改善我们城市里的共享户外空间。

Urban Space Products... 让我们的公共空间更美好。

我们参加此次市场访问的主要目的有以下几个方面:

1. 调查在我们以后的产品设计中可能会用到的可再生 / 太阳能技术的供应商
2. 参观上海公共空间所使用的设计并和街道环境家具供应商洽谈可能的合作机会。
3. 和上海世博会其他国家的参展商洽谈出口机会。

Urban Space Products design & manufacture a comprehensive range of outdoor structures & public realm furniture for the urban environment. Made from sustainable / recycled materials, products include Cycle Shelters, Covered Walkways, Entrance Canopies, Bus Shelters, Smoking Shelters as well as Bollards, Bench Seating, Planters, Litter Bins & Cycle racks. Our list of clients & partners includes architects, local authorities, schools & construction companies

We are passionate about the environment, innovative design & improving the shared outdoor spaces within our cities

Urban Space Products....making public space into better places

Our aims and objectives for this mission are: 1. Investigate suppliers of renewable / solar technology that may be used in the design of our products 2. Look at the approach to the design & use of public spaces within Shanghai and speak to Chinese street furniture suppliers with the possibility of working together 3. Find export opportunities by speaking to delegates / companies from other countries attending and exhibiting at the Expo



Ged Latham
国际业务拓展主管
Head of International Development

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Warrington Business School

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访问上海和成都 Visiting Shanghai and Chengdu

沃灵顿商学院 (WBS) 是一所培训机构，为公共和私营部门的雇主提供咨询服务和人力开发课程。WBS 是英格兰切斯特大学的附属成员，并能为各行各业提供本科和研究生层次的培训。WBS 也是英国全国物流学会的重要成员。

我们的目标是：

- 以雇主为中心，理解并响应不断变化的需要
- 交付卓越服务并支持优异绩效文化
- 扩展我们作为战略合作者对地区经济发展的作用和影响并支持持续性的改进

The **Warrington Business School (WBS)** is a training provider offering consultancy services and workforce development courses to employers in the public and private sector.

WBS is an Affiliated Member of the University of Chester, England and can provide graduate and post-graduate training to industry sectors. WBS is also a leading member of the UK National Logistics Academy.

We aim:

- To be employer focussed, understanding of and responsive to changing needs
- To deliver excellence and support a culture of high performance
- To widen our role and influence as a strategic partner on the region's economic development and support continuous improvement



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合伙人 Partner

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访问上海和成都 Visiting Shanghai and Chengdu

威尔逊·甘代理事务所于1864年创立于曼彻斯特市，是一家重要的英国专利与商标代理事务所。我们为遍及欧洲的客户获取知识产权，同时为所有知识产权事项提供总体性意见与协助，包括强制执行。我们的专利业务专业人员能够处理所有技术领域的业务，包括化学、汽车、能源、一般工程、软件和博彩。我们的商标业务专业人员管理着数个知名国际商标组合。我们也有为在欧洲的亚洲客户代理业务的长期历史。

我们希望与中国的律师行和企业确立新的联系。

Wilson Gunn is a leading UK firm of patent and trade mark attorneys, founded in Manchester in 1864. We obtain intellectually property rights for clients throughout Europe, as well as providing general advice and assistance on all intellectual property matters, including enforcement. Our patent professionals are able to handle all areas of technology including chemical, automotive, energy, general engineering, software and gaming. Our trade mark professionals manage several well-known international trade mark portfolios. We have a long history of representing Asian clients in Europe.

We are seeking to establish new relationships with Chinese attorneys and businesses.



Keith Perry
地区主管- WYG国际技术服务

Regional Director WYG International Technical Services

Paul Grover 地区规划主管- WYG规划&设计

Regional Planning Director - WYG Planning & Design

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WYG Plc

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United Kingdom

访问上海 Visiting Shanghai

WYG 是一家屡获殊荣的在全球超过40个国家开展业务的国际咨询公司。我们因为给许多世界上极具挑战的项目提供创造性的解决方案而久负盛名。WYG智能咨询意味着我们会根据客户的需求和愿望来制作通向成功的策略。WYG的专家和顾问和客户一起来决策和制定解决复杂问题的创新方法。WYG专注于提供通过优化项目管理，计划，方案和政策咨询，运输，环境，设计和工程技术方面的技能，来提供高品质和高价值的专业服务

我们把此次市场调研看成是一次加强现有的并创建新联系的机会。我们相信此次市场调研会为我们进入中国市场就性质，规模和机遇方面提供宝贵的信息。

WYG are an established international, award-winning consultant operating in over 40 countries with a strong track record of providing creative solutions to some of the world's most challenging projects. For WYG intelligent consulting means creating strategies for success which are inspired by client needs and aspirations. Our specialist and creative consultants work in partnership with clients to identify define and deliver innovative solutions to complex problems. We are focused on providing high quality, high value professional services by optimizing our skills in project management, planning, programme & policy advice, transport, environment, design and engineering.

We see the market visit as an opportunity to strengthen existing relationships whilst also forging new ones. We consider that the market mission will provide a valuable insight into the nature, scale and opportunities for potential entry into the China Market.



Benny C.Y. Hui
董事总经理 **Managing Director**

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Ying Guo Tong

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访问上海和成都 **Visiting Shanghai and Chengdu**

YGT是英中之间商务交流的专家。我们已成功地为许多英国股票上市公司提供了服务，包括交流战略、族群营销支持和客户关系管理。我们倾听，我们研究，我们分析，我们交付成果 - 这是居于我们公司业务核心的四大步骤。

这次对上海和成都的访问，我们期望与有意跟英国企业建立战略伙伴关系以加深贸易联系的中国企业会面，拓展新的销售网络并创造合作机会。

YGT is a specialist in Anglo-Chinese business communications. We have successfully served many UK Plcs in their communications strategies, ethnic marketing support and client relations management. We listen, we research, we analyse and we deliver results - this is the four-step process that sits at the very heart of our company.

In this visit to Shanghai and Chengdu, we are looking to meet Chinese companies who are interested in forming strategic partnerships with UK companies to foster trade relations, develop their new sales network and generate collaborative opportunities.

联系人 Contact

组织机构 *Market Visit Organiser*

英国贸易与投资总署 - 西北区国际贸易团队 UK Trade & Investment - North West International Trade Team

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市场出访经理 *Market Visit Managers*

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Philomena Chen
亚太部部长
Head of Asia Pacific Development
UK Trade & Investment - North West International Trade Team

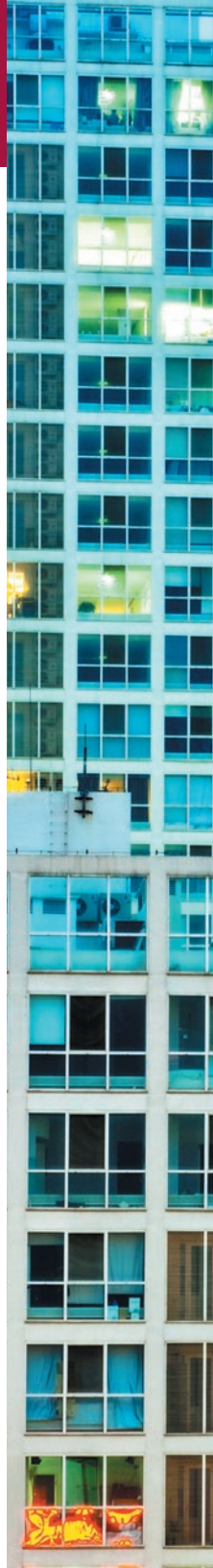
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Website: www.equatorial.com/sha/

成都香格里拉大酒店

Shangri-La Hotel Chengdu

9 Binjiang Road

Chengdu 610021

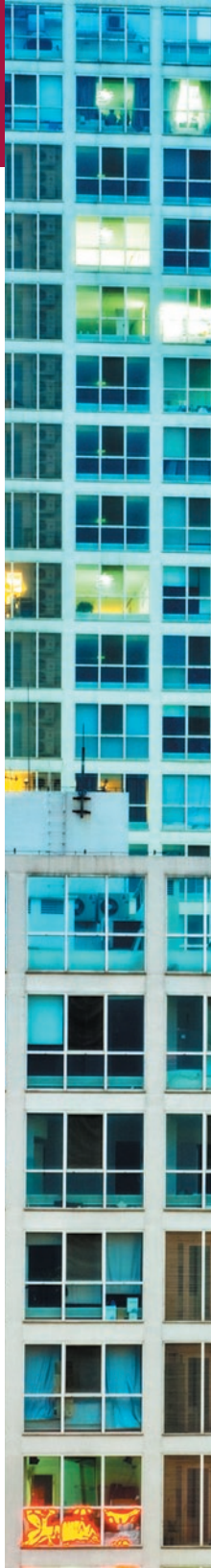
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China

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Fax: +86 (28) 8888 6666

Website: www.shangri-la.com/en/property/chengdu/shangri-la



Programme.

UK TRADE & INVESTMENT NORTH WEST

上海行程 PROGRAMME IN SHANGHAI

(12 - 16 October 2010)

Wednesday 13 October

18.30 在贵都大饭店大堂碰面，便宴

Meet at lobby, Hotel Equatorial for informal dinner

Hotel Equatorial Shanghai
65 Yanan Road West, Shanghai 200040
T: (86 21) 6248 1688

会餐，花马天堂云南餐厅

Dinner at Lost Heaven

(located in the French quarter of old town in Shanghai)

38 Gaoyou Road, Shanghai
T: (86 21) 6433 5126

<http://www.dianping.com/shop/1999708>

Thursday 14 October

09:00 市场信息简报，曼彻斯特商学院
中国中心

In-market briefing at Manchester Business School, China Centre,
Suite 628, 6/F, Nanjing Road West
Shanghai 200040
T: (86 21) 627 98128, Mrs Sherry Yu)

18:30 在中国宾利的招待会

Reception at Bentley China
Room 1102 - 1105, 11/F CITIC Square
1168 Nanjing Road West, Shanghai

Friday 15 October

0830 - 2200

团体访问嘉兴，中国浙江
Group visit to Jiaxing, Zhejiang Province

Return Coach from hotel to Jiaxing and dinner at Wuzhen, courtesy of Jiaxing Government.

Saturday 16 October

17:00 利物浦日庆贺音乐会

Liverpool Day Gala Concert
Expo Entertainment Hall - Zone D

UK TRADE & INVESTMENT NORTH WEST

成都行程 PROGRAMME IN CHENGDU

(17 - 20 October 2010)

Sunday 17 October

pm 抵达成都，住在：

Arrive Chengdu, staying at:
成都香格里拉大酒店 **Shangri-La Hotel Chengdu**

9 Binjiang Road, Chengdu 610021
T: +86 (28) 8888 9999
www.shangri-la.com/en/property/chengdu/shangri-la

17:30 餐前饮料招待，成都香格里拉大酒店，
汇丰银行赞助

Pre-Dinner drinks at Shangri-la Chengdu, courtesy of HSBC

18:45 离开酒店前往Lang Qian Restaurant用餐（欣赏桥上景色）
Depart hotel for Dinner at Lang Qian Restaurant (view over the bridge)

Monday 18 October

09:00 市场信息简报，成都香格里拉大酒店
UKTI重庆&成都投资促进局
In-market briefing at Shangri-La Hotel Chengdu by UKTI Chongqing & Chengdu Investment Promotion Bureau

pm 会见金牛区代表 **Meeting with Jinniu District**

pm 会见成都中国国际贸易促进会代表
Meeting with China Council Promotion for International Trade (CCPIT) Chengdu

Evening 成都欧盟-中国投资贸易合作洽谈会
庆祝晚宴

Gala Dinner of EU-China Business & Co-operation Fair, Chengdu

Tuesday 19 October

am 会见成都商会代表 **Meeting with Chengdu Chamber of Commerce**

am 访问欧盟-中国投资贸易合作洽谈会
Visit to EU-China Business & Technology Co-operation Fair

pm 访问成都市高新区的投资服务局
Visit to Investment Services Bureau of Chengdu High Tech Zone

pm 英国商务团社交招待会，成都总府皇冠假日酒店

UK Business Networking at Crown Plaza, Chengdu

Wednesday 20 October

离开成都 **Depart Chengdu**

英国贸易投资总署是一家政府机构，负责帮助英国企业在海外取得成功，并帮助海外企业将高质量投资带入英国活跃的经济。

我们为企业提供在其商业决策的各个阶段所需的知识、建议、联络和支持。

UK Trade & Investment is the Government organisation that helps UK-based companies succeed overseas and helps overseas companies bring high-quality investment to the UK's vibrant economy. We provide companies with the knowledge, advice, contacts and support they need at all stages of their business decision-making.

www.uktradeinvest.gov.uk



UK Pavilion
Shanghai World Expo 2010

