



36. Leading electrical wire and cable manufacturer seeks to import advanced technology and agent and/or distributor for sale and after-sale service

201204-002

中国一流电线电缆生产商欲引进英国先进电线电缆技术，出口其产品

This company turns over GBP 100 million and employs more than 1000 people. It has been accredited with the certifications of China Green Environment Protection, EU GE, German GL, UAS ABS, Norway DNV, LR (UK), etc.

The company, with its capability in design, manufacturing, marketing, and delivery ability for international projects, provides applications of various cables for sectors in wind power, locomotives, ships, off-shore platform, and nuclear power stations.

Its products have been widely used in the large projects such as the Beijing Olympic stadium, the Three Gorges Dam power plant, the Er Tan power plant, the Qinghai-Tibet railway system and more generally in the project of transmission of electricity from the west to the east. The company's products have been exported to more than 20 countries, including Singapore, Australia, Brazil, Ethiopia, Pakistan, Syria, Bengal, India, Sudan, and Angola.

The company is seeking to import advanced technology in wire and cable industries, as well as opportunities to form a partnership with an agent / distributor and cable service firms for its products in the UK.

37. A green production of paper pulping, with an annual output of 50000 tons

201204-002

年产5万吨动态清洁制浆项目

DESIGNNOVA EXHIBITION & FAIR 2012

Qingdao + Beijing
09 – 16 November 2012



BCC LinkToChina and Thames Valley Chamber of Commerce will support the British European Design Group (BEDG) who will hold an in-depth briefing clinic on the potential of Chinese manufacturing in the following sectors for UK design consultancy services and designer/producers: Electronics, Household appliances (white goods), Footwear, Fashion/clothing, Giftware, Yacht/boat/marine design incl. Research & development.

A delegation of British designers, organised by BEDG will visit China during the event

QINGDAO, 10 – 13 Nov



After years of painstaking research and hundreds of experiments there is now new technology and techniques to deal with black liquor pollution in the process of the paper pulping.

The completion of this new project to enable the output of high-quality straw pulp would bring fundamental changes in the paper market. Estimated potential market could reach no less than 1 million tons.

The project will be located in a region rich with non-timber fibre resources, enough to satisfy a market demand of 4 million tons of paper pulp.

Planning permission has been given to build the green plant with an annual output of 50000 tons of pulping.

Total investment is £10 million in three phases.

The company is seeking a partner to for equity joint venture, cooperation or technology transfer.

38. Chinese composite material manufacturer seeks UK partner

201204-003

中国复合材料企业寻英国合作伙伴

With significant engineering and excellent manufacturing capacity and good quality control, this company is a key player for production of water-proof roll material, engineering rubber products, and engineering supporting products. Their products are widely used in highway bridges and railway bridges, tunnels, subways, etc.

The main products are water-proof roll materials used in large-scale water conservancy works, highways, railways and tunnels; rubber plate pedestals, vibration absorbed pedestals, pot rubber bearings, spherical bearings, expansion devices, water-expanding rubber, elastic shock absorbing cushion, elastic stop shocking fittings used in railways, highways and buildings; and drilling pump rod sealing covers, bimetal composite products,

Industry workshop / Seminar / Studio visit:

Meet the Qingdao Industrial Design Association

Studio visit PriestmanGoode China

Industry workshop by the Qingdao Industrial Design Association on the potential of the manufacturing sectors in Shandong

UKTI supported evening reception

CREATIVE DESIGN FORUM QINGDAO 10 – 13 Nov

11 Nov 2012 - Visits to Local Manufacturers and Creativity Parks in Qingdao

12 Nov 2012 - Creative Design Forum Qingdao

13 Nov 2012 – Networking and Matchmaking with Local Manufacturers in Qingdao

BEIJING 14-16 Nov.

CREATIVE DESIGN FORUM BEIJING 14 Nov

Forum / Conference on Sustainable – ECO – Design



etc.

Covering an area of over 10 hectares the company has six workshops, including a water-proof material workshop, bimetal workshop, rubber products workshop, bridge expansion joint workshop, machining workshop, and a cutting workshop. It has 500 sets of various machines and full installations for production, testing, storage, offices, training, and accommodation. The factory currently employs over 500 staff, 100 of whom are technicians.

They seek to explore various cooperation potential with engineering companies in UK.

39 Ecological forest park project

201204-004

森林生态园项目

Covering a lakeside area of 180 hectares, this wetland area is rich in wetland vegetation with beautiful landscapes providing the ideal conditions for an ecological forest park. It will be designed for sightseeing, sports, holiday resort and leisure with ecological conservational infrastructure and afforestation.

The overall investment requirement is £30 million and the company is open to a joint venture or other forms of cooperation.

40. The Wetland Happy World theme park

201204-005

湿地欢乐世界项目

The proposed project will become the largest amphibious wetland theme park of northern China and the first major theme park in south central region of the province.

The project is to cover an area of 67 hectares, divided into four functional areas including a theme park, a wetland protection

and its Potential for China

UK delegates will present examples of sustainable design in their industry sectors and will discuss the potential of eco-design concepts and products for Western World markets

UK delegates will also meet representatives from official government departments and leading universities in Beijing, as well as industry leaders with a view to potential collaboration and know how exchange

DESIGNNOVA EXHIBITON AND TRADE FAIR BEIJING 15-16 Nov 2012

Available UKTI/TAP funding (Trade Access Programme):
10 Grants @ £1,800 per eligible participant

For further information please contact the BEDG on:

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area, a scenic square, a holiday resort and shopping area.

The overall investment will be about £50 million, spread over two phases of construction.

The company is open to a joint venture partner or other form of cooperation.

41. Wetland amusement park project

201204-006

湿地公园娱乐项目

This project, covering an area of 20 hectares, will be for the construction of a Children's amusement park. The project will include roller coasters, bumper cars, bikes, a Ferris wheel, crescent coasters, a break dance rotating car and water entertainment, etc.

The overall investment will be about £20 million and the company is seeking a joint venture partner or other form of cooperation.

42. International conference and exhibition centre

201204-007

国际会展中心项目

The project covers an area of about 40 hectares and a building area of 56000 square meters including a exhibition centre, a conference centre, a business centre, a shopping centre and a five-star hotel.

The overall investment will be around £210 million, with a capital return rate at 12% and an investment return period of 8 years.

The company is seeking a joint venture partner or other form of

Upcoming Events

15 Nov: China market clinic (Nottingham) (One to one with the project's Chief China Adviser). Members booking hotline: Helen at 0844 443 2150 or Helen.Carter@dncc.co.uk)

16 Nov: Dr Kegang Wu speaking at Derbyshire and Nottingham Chambers of Commerce International Conference (Nottingham)

11-16 Nov: LinkToChina will be supporting the British European Design Group at the **Creative Design Seminar & Exhibition** (Beijing & Qingdao)

News

UK-China SME Week & UK-China Business Conference



On Monday 17th September, 230 delegates from UK and China packed into the conference hotel hoping for face to face meeting opportunities to explore the



cooperation.

43. Chinese region seeks to invite investment partner for production line for fibre glass, produced by direct-melt process

201204-008

玻璃纤维池窑拉丝生产线项目

The project is to set up a production line of fibre glass by direct-melt process with an annual output of 25000 tons of alkali-free glass fibre for Electronics, non-alkali glass and medium-alkali textile yarn 10000 tons, non-alkali, alkali in direct roving in 10000 tons and Non-alkali fiberglass felt 5000 tons each year respectively.

Products are mainly to be exported to America, Europe and other countries and regions.

The overall investment is £320 million. Foreign investment up to \$25 million is being sought for equity joint venture.

Projected sales income at £31 million and net profits estimated to be £7 million annually. The company is seeking an equity joint venture partner or, a sole investor for the project.

44 Chinese PC panel manufacturer seeks UK import agent

201204-009

中国 PC panel 生产商寻英国进口商

This manufacturer from Northern China specialises in PC panels (durable board) and PC lighting casing. The company, located in Hebei Province, covers an area of 30000 sq. meters.

potential in each other's market.



The forum, expert panels, seminars, exhibition and consultation, one-to-one meetings, and networking were all well attended.



The one-to-one business matchmaking sessions enabled more than a hundred meetings. Mr. Qiu Jibao, President of Feiyue Group and Vice-chairman of China Chamber of International Commerce, said "This tops all my previous visits to the UK. I have two potential agreements from the one-to-one meetings".

Three groups of Chinese business delegates chose to visit Bracknell Forest, Oxford and Slough in the Thames Valley to experience first-hand business opportunities and were impressed with what they saw, as reported by BBC and other media.



With high quality technicians, and equipped with a special PC panel production line, the company is able to produce 6000 tons of boards annually.

The raw materials of the company are all imported from Germany, as is the production machinery. The quality of the products is the same as those from Germany, but at a much lower price. The products also have good environmental protection performance.

Main products include: PC hollow sun panel, PC solid durable panel, PC lighting casing (light-absorbing shade).

45. High tech pharmaceutical company seeks technology cooperation, product distribution and investment for a new pharmaceutical production centre for the production of 7-ANCA and 7-ACCA Cephalosporin intermediates.

201204-010

以 7-ANCA 和 7-ACCA 为主导的年产 300 吨青霉素扩环改造而成的头孢母核中间体生产基地

The company is an experienced Cephalosporin intermediates manufacturer specialising in supplying large domestic pharmaceutical firms.

To meet the growing demand in the market, the proposed production is for the production of 7-ANCA (used in the production of cefazolin latter and cephalosporin cloth was propylene) and 7-ACCA (used in the production of cefazolin Crowe).

The production, with a yearly output capacity of 300 ton, will be based on established technology.

Priestmangoode wins the Windsor Award 2012 for Export of British Services



Paul Priestman, Director of Priestmangoode, receiving the award from Mr. Qiu Jibao, Vice-Chairman of China Chamber of International Commerce

Priestmangoode Ltd, a London based leading industrial design company, has won The Windsor Award 2012 for Export of British Services to China.

The Windsor Award recognises the success of the best of British services that are exported to the Chinese market with the support of LinkToChina and its partners.

In 2011, the studio opened its first overseas office in Qingdao, China. It is the first British product and transport design company to have set up an office there. The office supports on-going work that the studio has been carrying out in China for the four years.



Total investment required is £15 million, among which £6 million is for fixed-assets investment and £9 million will be cash investment.

Project sales are £54.3 million with net profit at £6.7 million annually. Capital return period 3.6 year (including the construction time).

The Company is seeking British partner for joint venture investment, technology cooperation, and product distribution.

46. Chinese textile manufacturer seeks import agent and distributor

201204-011

中国纺织纱线、服装和家纺用坯布、服装和家纺用染色印花面料、服装、家纺件套 寻求采购商自主品牌寻求代理、运营商

A listed large Chinese textile company in northern China is seeking British partners for import agent and distribution.

Ranked among the top 500, top 100 in income and top 20 in competitiveness Chinese textile industries, the company makes a range of yarn, grey, cloth and home textile products.

They have established 8 large textile mills and a subsidiary for raw material and foreign trade.

The company has its own brand products.

47. Chinese manufacturer seeks import agent for High Quality Diamond Blades, Welding Wire and Resin Abrasive Wheels

201204-012

中国公司寻找树脂切磨片、高质量混凝土金刚石锯片、焊丝英国采购商

BCC LinkToChina and its partners are pleased to have been able to support the company at various stages of its recent work in China.

It was announced on Monday 17th September at an award reception at Copthorne Hotel Slough-Windsor, attended by 170 British and Chinese delegates.

Hytera Communications (UK) wins Windsor Award 2012 for Investment in the UK



Mr. Cai Hai, GM of Overseas Division, Hytera receives the Windsor Award from Mary Bayliss, the Lord Lieutenant of the Royal Berkshire

Chinese investor in the UK, Hytera Communications (UK), was honoured by winning the 'Windsor Award 2012 for Investment in the UK', which recognises the success of



Established in July 1974, the company has annual import and export sales of about 60 million USD.

Trade relations have been established with more than one hundred countries and regions and the company is looking for an import agent for their new range of products:

Resin Abrasive Wheel:

Resin Cutting Wheel (4 1/2" 115x3x22mm, 7" 180x3x22mm, 9" 230x3x22mm and 12" 300x3x22mm)

Resin Grinding Wheel (7" 180x6x22mm, 9" 230x6x22mm and 12" 300x6x22mm)

High Quality Diamond Saw Blade

Main uses are for Granite, Marble, Limestone, Slate, Basalt, Sandstone

Welding Wire: 焊丝

Welding Wire - Er70s-6 Solid Welding Wire, E71T-1 Gas Shielded Flux Cored Welding wire

E71T-GS Self-Shielded Flux Cored Welding Wire and Submerged-arc welding.

48. High-tech Chinese firm seeks UK partner for cooperation on modular UPS technology

201204-013

与模块化 UPS 相关技术的合作

This company was established in the one of the northern High-tech Industrial Development Zones in 2006 and is a high-tech company with a full range of ability in R&D, production, sales and technical support of modular UPS products, automatic control equipment, monitoring systems and software products.

The company has achieved the certification of ISO9001-2008

Chinese investment into the UK.

Mr Cai Hai, General Manager of Overseas Division, Hytera, who flew in to the UK to attend the reception in front of 170 attending guests.

The company expanded rapidly from a one person representative office in 2005 to today's 5,000 sq. ft. new headquarters in a location that was selected with the help and advice of chambers, LinkToChina and its strategic partners.

Mr Andrew Yuan, General Manager of Hytera Communications (UK) said the company has been "enjoying the UK's excellent business environment and prestigious legal system" whilst they "have been growing tremendously in the recent 7 years" since first entering the UK market.

More details of their success can be found in the BCC LinkToChina website.

BCC LinkToChina and its strategic partners have been offering support in helping Chinese companies to identify suitable opportunities and locations, enabling access to professional services such as banking, accounting, tax planning, foreign currency service, training, technology incubating & soft-landing, and



Quality Management System.

They are seeking a British partner for cooperation on modular UPS technology.

49. Chinese company seeks to import automatic wire stripping machine

201204-017

电线全自动剥线机进口项目

This company would like to import Automatic wire stripping machine with the following characteristics: Wire length: 52mm-1000m; Speed > 1.95m/s; Inaccuracy: ± 0.1 mm

50. Chinese compressor manufacturer seeks UK import agent and distributor

201204-019

中国压缩机生产商寻英国采购分销商

This company is one of the top 3 domestic compressor manufacturers in gas compressors. It has gained various certifications, including; ISO9001 international quality standard, ISO14001 Environment management system and OHSAS18001 Occupation Safety Management System, hence makes products with good quality and reliable safety

Their products are designed, engineered and produced in-house. The company has made thousands of large size compressors and generators for various industries in fertilisation, chemical, petroleum, coal, military, plastic, construction, hydropower, etc.

The company is seeking a British agent or distributor for its compressors and seeks to establish partnership with the petrochemical industry and also CNG stations.

consultancy.

BCC LinkToChina has been the UK partner to CCPIT and CCOIC at the Chinese overseas investment conference for the last 5 years and this year published its popular guide on "How To Do Business in the UK – A Practical Guide" in Chinese language.

LinkToChina and its partners are enabling increasing numbers of prospective Chinese investors to explore opportunities in the UK market.

Our China Campaign in China

4-9 April: **Promotion of British companies to the China Western Trade & Investment Fair (Xi'an)**

18 April: **Invest in UK Seminar** at the 6th Chinese Enterprises Outbound Investment Conference (Beijing)

18 April: launch of '**How To Do Business in the UK – A Practical Guide**' (Beijing)

19 April: Promotion of selected proposals from UK-China Business Bulletins at **Business match-making session** (Beijing)



51. UK agent wanted for newspaper printing press machines and centrifugal blower

201204-020

报纸印刷机和离心鼓风机寻英国市场代理

The main products are the YPT787 shaftless web offset printing press, the YST900 semi-commercial web offset printing press, the YP890 shaftless offset book printing press and the D-Series single-stage high-speed centrifugal blower. Technical details of the products are available from the BCC LinkToChina Office in the UK.

The technical specifications of all products are equal to any other advanced country, and are exported to Japan, Russian, Iran, etc.

52. Chinese manufacturer of Amorphous silicon thin-film solar cells and modules seek British partners

201204-021

非晶硅太阳能电池组件项目

This company specialises in the research & development, manufacturing and sale of amorphous silicon thin-film solar cells and modules, as well as providing related technical services. Established in January 2010 in a southern provincial capital, the company has completed a production line of 60MW capacity.

The company's silicon thin-film solar modules are of two types: euphotic and opaque. The application of the euphotic products into the BIPV (Building Integrated Photovoltaic) is a major feature of thin-film module, which can not only save energy but also enhance buildings aesthetic appearance. It is applicable in PV curtain wall, windows, shading devices and the outer wall, etc.

Compared with crystalline silicon solar panels, amorphous silicon

20 April: UK delegation visited Pinggu – the Music Valley of China

12-19 May: London Chamber of Commerce and Industry Trade Mission to Beijing and Chongqing.

May – June Special feature in Chinese media for Thames Valley (Yangcheng Evening News)

August – LinkToChina workshops and selected British investment projects in Shenzhen and Guangzhou.

Visits from Chinese businesses and delegations in 2012

13 Mar: Inward delegation from the **Guangzhou Administration of Industry and Commerce** (Slough)

19 April: Chinese Ministry of Commerce led Purchasing Delegation from Guangdong at Mach 2012 (Birmingham NEC)

20 April: Inward governmental delegation from Zhejiang province (Slough)

29 May: Inward delegation from the Huangpu District Committee of the CPPC Shanghai (Slough)



panels have many advantages. Its strong low-light performance is particularly suitable for countries like the UK.

The company has established cooperative relationship with clients in Spain, Germany, Canada, India, Indonesia, and Tanzania.

The company seeks to expand its presence in the UK and is seeking opportunities and partnership with British import agents and distributors, and companies that are involved in the integration of solar power-generating system.

They are open-minded to different opportunities and ways of cooperation.

53. NVH control technology

201204-022

NVH 控制关键技术项目

A southern Chinese company wants to establish cooperation on Noise Vibration and Harshness (NVH) control technology. This includes: wind noise testing and evaluation, wind noise optimisation, wind noise data models, chassis system vibration and noise testing, modelling and analysis of transmission system matching, transmission knocking noise tests, matching parameter data models of the transmission system, etc.

54. High performance network analyser

201204-023

高性能网络分析仪项目

Southern Chinese company wishes to import network analysers with the following specifications: Two-port analyser, one or two signal source; Four-port analyser, two signal source, balanced testing; 130dB of dynamic range, 20,001 testing points, 32 channel, 5MHz of bandwidth.

55. Leading Chinese Culture Company Seeks

28 July: UK-Beijing **Culture Industries Seminar** (London) – part of the Beijing Cultural Week at the London 2012 Olympics

20 Aug: Inward governmental delegation from the City of Beijing – Financial Bureau (Slough)

17-21 Sept: **UK-China SME Week**

17 Sept: **UK-China Business Conference** – delegations from more than 10 Chinese cities and provinces took part

18 Sept: Chinese companies to visit selected UK destinations – **Slough Day, Oxfordshire Day, and Bracknell Forest Day**

27 Sept: Visit of Chinese financial and banking delegation (Slough)

27 Sept. Visit of Xian Chamber and Jilin Chamber (CCPIT)

Strategic Partners:

英中企业对接项目英国战略合作伙伴企业和政府

泰晤士谷商会集团 Thames Valley Chamber of Commerce
汇丰银行 HSBC plc
威恩会计师行 Wilkins Kennedy Accountants and Business

LinkToChina



英中企业对接项目

UK China Business Bulletin

(Issue 6)

英中企业汇刊 (第六期)

(China opportunities)

(中国企业项目对接机会)



British
Chambers of
Commerce
The Ultimate Business Network

UK comic titles, authors and publishers

This Beijing based company has plans to cooperate with the UK for up to 20 Chinese comic books to be published in English.

A dossier of sample pages for the Chinese comic titles has been prepared. The company, together with a group of Beijing culture and creative companies took part in a seminar in London as part of the Beijing Culture and Creative Industry Seminar on 28th July 2012.

The managing director of the company would like to discuss publication cooperation with English publishers or copyright agents who have interests in the titles. The company is also interested to discuss with copy-right agents and publishers who are interested in having their comic work published in China.

Specific areas of work for cooperation and more information are available on request.

Advisors

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For contact details of the Chinese opportunities in this bulletin please contact:

本期中国项目的中国公司名, 联络人和联络办法可以从英国商会英中企业项目中心获取:

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