Governor Rick Snyder
November 15, 2016
Daily Briefing

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^RDS will not be signing

*No changes from previous information sent

November 15, 2016
Tuesday

All Day — **RDS - China Trip**

All Day — **FYI: RGA Annual Conference, Orlando**



All Day — **Attire: Suit/Tie**

All Day — **Chongqing/Shenzhen**

All Day — **FYI: Infrastructure Commission Meeting 1 PM - 4 PM, Romney**

All Day — **Private Appointment**

All Day — **Weather: 65°/60° and chance of rain**

8:00 AM - 8:40 AM — **RDS Time/Breakfast -- Hotel**
Qing Kitchen, located on the lobby level

8:45 AM - 9:30 AM — **RDS - Meeting with Hangzhou Guangneng -- Meeting Room 3, 6th floor, JW Marriott**
Purpose: Meet with a company currently exploring opportunities to setup an R&D center with 50 employees or a manufacturing plant in North America.

Attendees:
Steve Huang, General Manager of Hangzhou Guangneng Auto Parts ("Hahng-joe Gwong-nung")
__Need name__ Deputy General Manager of Hangzhou Magna Guangneng Automobile Trim Parts

Kevin Kerrigan
Courtney Henderson, Michigan-China Innovation Center
David Tang, Regional Head of China Practice, Baker Tilly

Note: Photo at the end of the meeting

Gift: Wooden Pen

CLOSED Press

Talking Points:
- Michigan's R&D talent and resources

Attachment: Briefing



Staff/Detail
POC: BConnors

9:30 AM - 10:15 AM

RDS - Meeting with Bo Ao -- Meeting Room 3, 6th floor, JW Marriott
Purpose: Learn about Bo Ao's M&A plans in North America, and in particular, their interest in a possible acquisition of a division of Federal Mogul.

Attendees:
Huashu CHEN, Group CEO (General Manager)
David LENG, Vice President of Chongqing Yanfeng JCI
Andrew ZHANG, President of Rebo Lighting & Electronics
Jiawei WANG, President of Chongqing Bo Ao Mg-Al Manufacturing Company
Liam YUAN, Vice President of Chongqing IWIE Company

Kevin Kerrigan
Courtney Henderson, Michigan-China Innovation Center
Shusheng Wang, Miller Canfield
Olivia Deng, Miller Canfield

Note: Photo at the end of the meeting

Gift: Wooden Pen

CLOSED Press

Talking Points:
- Update on MCity, American Center for Mobility, and the SMART Corridor.
- Michigan's talent pool.

Attachment: Briefing



Staff/Detail
POC: BConnors

10:00 AM - 10:00 AM

FYI - Lindsay to check out delegation -- luggage in the lobby by 10:00 AM

10:15 AM - 11:00 AM

RDS - Meeting with EVA Precision Industrial Holdings, President Li Bin -- Meeting Room 3, 6th floor, JW Marriott
Purpose: Meet with a company currently interested in setting up a sales and engineering office in Michigan by June 2017.

Attendees:

Li Bin, President
Jacky Lu, TBD
Angel Wang, TBD

Kevin Kerrigan
Courtney Henderson, Michigan-China Innovation Center

Note: Photo at end of meeting

Gift: Wooden Pen

Talking Points:
- Michigan's technical talent and resources
- Update on MCity, American Center for Mobility, and the SMART Corridor.

Attachment: Briefing



Staff/Detail
POC: BConnors

11:00 AM - 11:30 AM **RDS Time -- JW Marriot**

11:30 AM - 12:00 PM **Travel to lunch**

12:00 PM - 1:25 PM **HOLD - Michigan Hosted Lunch with Chongqing Leadership -- Dusseldorf Restaurant, Building B, 3rd Floor Wudu Hotel, No. 1 Hongye Road, Yubei District, Chongqing 401140**

Status of lunch TBD on attendees - will pull from Calendar if they don't get attendee response by 10 AM and replace with internal delegation lunch. Briefing TBD (if one is completed will send or have printed copy)

1:30 PM - 1:50 PM **RDS - ATTEND - Chongqing Signing Ceremony -- Video Hall Building A 3rd Floor, Wudu Hotel**

Purpose: Recognize several recent and significant collaborations between Chongqing and Michigan companies, to demonstrate our side's commitment to economic partnership between Chongqing and Michigan.

Attendees:
Daniel Finkiewicz , Chairman of Board

Chen Yulong, Chief Technology Officer
Park Kersman, President of Lorin Industries
Chen Xiaoshi, General Manager of Shenzhen Bond

Kevin Kerrigan

Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Weiwei Lu, MEDC Trade
Katelyn Wilcox, MEDC Protocol
Courtney Henderson, Michigan-China Innovation Center
Jack Hu, Vice President for Research, U-M
Shusheng Wang, Miller Canfield
Olivia Deng, Miller Canfield

Tentative Agenda :
1:30 PM - 1:35 PM Welcome and Introduction, Ning Shao, Chief Executive, Michigan China
1:35 PM – 1:37 PM Ning introduces Lorin Industries Inc., Muskegon, MI
1:37 PM – 1:41 PM Lorin President, Park Kersman, makes remarks about airport deal (MOU Not being signed during ceremony)
1:41 PM - 1:43 PM Ning introduces Gage Products Company and Sikeyonghe Technologies Co., Ltd.
1:43 PM - 1:45 PM Signing of Gage Products Company and Sikeyonghe Technologies Co., Ltd Joint Venture
1:45 PM - 1:50 PM Press Q&A with Media

Confirmed Media Outlets:
- Chongqing Economic Times
- Metro News

Media Questions:
1) We find Michigan attaches great importance to Chongqing market, it participated in the auto show earlier this year. Now there are many companies which signed a memorandum of understanding. Would you please tell me the reason behind those actions?
2) What are other promotion plans for Michigan in the next future years? In what aspects?

OPEN Press (photos during signing)

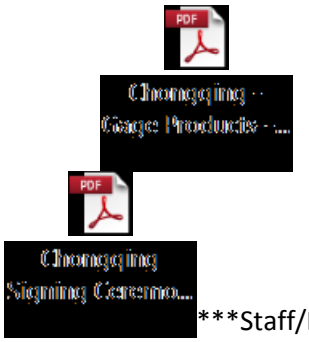
No Gift

Talking Points:
- Chongqing has often been called the Detroit of China.
- Ford has three assembly plants here.
- We have a terrific auto partnership that we look forward to expanding into other industries like IT.
- Grateful to Ministry of Commerce for adding Chongqing to the joint working group for trade and investment. This platform will help us deepen our partnerships.
- Lorin Industries is the only anodizing company in the world that offers a finish consistency that compliments the architecture of a building, which makes them an ideal partner for this airport project.

- Lorin's innovative technology provides an infinite number of aluminum finishing options that gives architects, designers and manufacturing engineers infinite possibilities in design and is more unique in the industry.
- Lorin is a growing Michigan company that we are very proud of, shipping more than 18,700,000 pounds of aluminum worldwide in 2015, and 14% of that was international.
- Gage Products is a Michigan company that joined me on a previous trade mission in 2013, and have grown significantly since then.
- This joint venture to make cleaning solvents to support Chinese automotive customers is a good example of how the strength of the auto industry both in Michigan and the Chongqing region can create smart business opportunities and partners.

Attachments:

1. Briefing
2. Joint Venture



Staff/Detail

POC: BConnors

2:00 PM - 2:40 PM

RDS - Protocol Meeting with Mayor Huang Qifan -- Reception Hall Building A 3rd Floor, Wudu Hotel, No. 1 Hongye Road, Yubei District, Chongqing 401140

Purpose: Reconnect with an old friend and reaffirm our mutual partnership and industry ties. Discuss Chongqing's economic development, and industrial policy. (RDS last saw – 9/23/15 for meeting)

Attendees:

Mr. Huang Qifan ("Mr. Hwong"), Mayor of Chongqing
Ou Shunqing, Chongqing City Government Director General
Li Dianxun, Science and Technology Comission Director
Xiong Xue, Commerce Commission Director
Wu Kangming, Foreign Affairs Office Director
Ren Zhouqing, Economic and Information Commission, Deputy Director

Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Weiwei Lu
Katelyn Wilcox
Courtney Henderson

Gift: Wooden Pen

Note: Photo at the end of the meeting

OPEN Press

Talking Points:

- Mention MOU between RDS and Mayor from 2013 has been in place and there have been exchanges.
- Ford is among the top tax payers in the city of Chongqing, with three assembly plants. Both sides can celebrate this partnership.
- Ford's partner, Chang'an, has an R&D center in Plymouth, Michigan with about 50 people and has plans to expand it.
- Chongqing is a member of our joint working group organized by the Ministry of Commerce to promote trade and investment.
- Michigan-China Innovation Center update.
- Encourage Mr. Huang to attend the Detroit Auto Show.
- Invite him to attend a performance during the DSO's 2017 China tour.
- *Note:* Chongqing has continued to raise the issue of a Sister City, it's not a priority for us right now. Instead, we prefer to do better with elements of our existing economic agreement.

Attachment: Briefing



Staff/Detail
POC: BConnors

2:45 PM - 3:55 PM

RDS - ATTEND/REMARKS - Chongqing Top Suppliers Roundtable -- Chongqing Hall 1st Floor, Wudu Hotel, No. 1 Hongye Road, Yubei District, Chongqing 401140
Purpose: Meet around 20 major Chinese automotive suppliers with potential to invest in the US.

Attendees:
China side:
Xu Zhenyu, General Manager, Chongqing Guangneng Rongneng Automotive trim Co., Ltd
Wang Guoxiang, Vice General Manager, Chengdu Huachuan
Liao Hua, Sales Director, Chengdu Huachuan
Feng Yu, General Manager, Chongqing Hongli Zhixin
Shi Fengping, Vice General Manager, Chongqing Hongli Zhixin
Zhou Bo, General Manager, Chongqing BND Pushi Auto Parts Co., Ltd
Chen Kun, Sales Director, Chongqing BND Pushi Auto Parts Co., Ltd
Mao Weijie, Commercial Representative Ningbo Shenglong Group Co.,Ltd.
Wang Zhonglian, President, HLZX-CQ

Tan Weifeng, Executive General Manager, HLZX-CQ
Wu Yunong, Director of Operations, HLZX-CQ
Zhou Guangpu Marketing Director HLZX-CQ
Mr. Shi, General Manager, Zhejiang Yinlun
William Chen, Marketing Manager, Tung Thih Electron (Xiamen) Co., Ltd
Jiang Mingjun, Sales Representative, Tung Thih Electron (Xiamen) Co., Ltd

Guest Name Title Company/Organization Name
Guoxiang Wang, Vice General manager, Chengdu Huachuan
Fengping Shi, Vice General manager, Chongqing Hongli Zhixin
ZHOU BO, general manager, CHONGQING BND PUSHI AUTO PARTS CO.,LTD
CHEN KUN, sales director, CHONGQING BND PUSHI AUTO PARTS CO.,LTD
Weijie Mao, Commercial Representative, Ningbo Shenglong Group Co.,Ltd.
Linghao Wen, General manager, Ningbo Shenglong Group Co.,Ltd.
Wang Zhonglian, President, HLZX-CQ
Feng Yu, General Manager, HLZX-CQ
Tan Weifeng, Executive General Manager, HLZX-CQ
Wu Yunong, Director of Operations, HLZX-CQ
Yan Xiong, program Director, HLZX-CQ
Xu Zhengzheng, Business Unit General Manager, Zhejiang Yinlun Machinery Co.,Ltd
Shi Xiaopeng, Assistant GM of BU, Zhejiang Yinlun Machinery Co.,Ltd
William Chen, Marketing Manager, Tung Thih Electron (Xiamen) Co., Ltd
Mingjun Jiang, Sales Representative, Tung Thih Electron (Xiamen) Co., Ltd
William Xie, Commercial Manager, Chongqing Sanyou Machinery Manufacturing Co.,Ltd
Lin Tang, Overseas Regional Manager, SAIC-IVECO Hongyan Co., ltd
Shuyu Han, Vice Director, Purchasing Dept, Lifan Auto
Mengjia Cao, Marketing Manager, Chaoli High-tech
Zhijun Wan, North America Manager, Sokon Import & Export Company
Junjie Cheng, Marketing Manager, Sokon Import & Export Company
Yi Zhang, Vice General Manager, Trade Department Chongqing Zhicheng Machinery Co., Ltd
Shengli Ge, Minister, Chongqing Zhicheng Machinery Co., Ltd
Bin LI, Vice President, Investment Department Eva-Group
Jiwei Lv, Vice President, Investment DepartmentEva-Group
Ms. Monica, Marketing Manager, Eva-Group

Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center
Weiwei Lu, MEDC Trade

Agenda:
2:45 PM – 2:47 PM Intro by Brian (Emcee)
2:27 PM - 2:52 PM RDS gives opening remarks
2:52 PM - 2:57 PM Kevin Kerrigan remarks
2:57 PM – 3:02 PM Representative from Ford gives remarks
3:02 PM – 3:07 PM Company #1 remarks (TBD)
3:07 PM – 3:12 PM Company #2 remarks (TBD)
3:12 PM – 3:55 PM Self intros by remaining companies and discussions

3:55 PM Emcee to conclude the meeting

Gifts: Pewabic tiles, pens, and DSO CDs (will be distributed by Lindsay and Brian)

Talking Points:
- Michigan's automotive leadership
- ACM, MCity and Smart Corridor
- Michigan's business environment
- MEDC and Michigan-China Innovation Center

Attachments: Briefing



Staff/Detail
POC: BConnors
Contact: James Rowland, jrowla11@ford.com
Office: 86-21-20653172
Mobile: 86 15216694137

3:55 PM - 4:45 PM **Travel to Pingwei**

4:45 PM - 5:45 PM **RDS - Meeting/Tour with Pingwei HQ and Chairman Du Ping -- Pingwei HQ, Chongqing, Beibuxinqu, Lijia Zhen, LijieJie # 20**

Purpose: Pursue a 25-job, $6 million tooling and stamping R&D center from a Ford supplier with no current Michigan presence.

Attendees:
Mr. DU Ping ("Mr. Do"), Chairman of Pingwei ("Ping-way")
Mr. HOU Changyuan, Chairman of Pingwei Auto Science and Technology Co.
Additional company officials

Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Weiwei Lu
Katelyn Wilcox
Courtney Henderson, Michigan-China Innovation Center
Lianne Yan, Dickinson Wright

Agenda:
4:45 PM - 5:25 PM Meeting
5:25 PM - 5:30 PM Group photo and gift exchange
5:30 PM - 5:45 PM Tour of factory floor and exhibition section

Note: Group Photo at end of meeting

Gift: Wooden Pen

Talking Points:
- Thank the chairman for his interest in Michigan.
- His team has been to Michigan to study the environment (also California) and we are impressed by how hard they are working on behalf of the company.
- He will be happy with his choice.
- General automotive R&D talking points.

Attachment: Briefing 

Staff/Detail
POC: BConnors

5:45 PM - 6:15 PM **Travel to Airport**

6:15 PM - 6:45 PM **RDS Time/Dinner -- VIP Lounge, Airport**

7:15 PM - 9:15 PM **Flight to Shenzhen -- DEPART: Chongqing Terminal 2A, CZ8141**
Arrival: Terminal 3

9:45 PM - 10:15 PM **Travel to Hotel**

9:45 PM - 9:55 PM **RDS – PRINT interview with Dustin Walsh of Crain's Detroit Business -- By Phone**
Market: Southeast MI and online at crainsdetroit.com

Time in MI : 8:45-8:55 a.m.

RDS to call: 001-313-446-6942

Purpose: Opportunity to discuss the trade mission to China and the value these trips add to economic development in Michigan.

Business Delegation Info:
- Analytical Process Systems, automotive customized testing company from SE Michigan, looking for new customers and a China-based sales rep.
- Corrigan Air & Sea, logistics company from SE Michigan, looking for new customers (this is their second trade mission with MEDC).
- Cross Technologies Group, chemical company specializing in die casts, rubber and plastic composite, looking for partner distributors.
- IMS Manufacturing, automotive plastic injection molding and tooling from SE Michigan, looking for partner distributors.

- Inora Technologies, Inc – automotive, aerospace and manufacturing robotics company based in Ann Arbor, looking for new customers in the automotive and aerospace industries.
- Maximum Mold, automotive company specializing in injection molds from Benton Harbor, looking for potential customers. (Originally came to China looking for sourcing partners, but last year discovered that they could export their molding tool products to China for less than the local market, with higher quality).
- Gershonowicz Brothers LLC (legal name, company is branded as Rebuild Nations) – marketing and communication company from Detroit looking for potential customers who want help in the US with PR and promotions.
- Re-Source Industries Inc, west Michigan manufacturing company specializes in automotive, transportation and medical machines looking for customers and to better understand the markets in China.
- Logos Logistics, automotive logistics company based in SE Michigan, looking for potential customers.
- James Group – automotive logistics company from SE Michigan looking for potential customers (also was part of the 2013 trade mission to China).
- Lorin Industries, Muskegon company specializing in aluminum products. They are on the trade mission to sign the contract with Chongqing Airport.

Possible Topics:

- China trade mission- 6th visit in 6 years.
- How trade missions impact business at home in Michigan
- Gordie Howe International Bridge RFP
- 2016 election reflections/reactions since the election
- Legislative priorities during lame duck
- Flint recovery efforts

Recent Articles:

Snyder heading to China for 8-day trade trip; Duggan to join in Shenzhen- http://www.crainsdetroit.com/article/20161110/NEWS/161119982/snyder-heading-to-china-for-8-day-trade-trip-duggan-to-join-in

The Trump effect: Trade, health care among hot-button policy issues for businesses post-election- http://www.crainsdetroit.com/article/20161113/NEWS/161119912/the-trump-effect-trade-health-care-among-hot-button-policy-issues

In defeat, RTA backers look west for strategies- http://www.crainsdetroit.com/article/20161113/NEWS/161119910/in-defeat-rta-backers-look-west-for-strategies

Michigan Radio: Anti-Trump protests pop up in Metro Detroit- http://michiganradio.org/post/anti-trump-protests-pop-metro-detroit

Last interview: 11/10/16 w/ Lindsay Van Hulle re: Bridge RFP and China preview

Contact: Dustin office- 313-446-6942; Back-up- Dustin cell- 269-317-0079

10:00 PM - 10:10 PM

RDS – TAPED Radio interview with Rick Pluta of Michigan Public Radio Network -- By Phone
Market: Statewide and online at michiganradio.org

Time in MI: 9-9:10 a.m.

RDS to call: 001-517-253-8179

Purpose: Opportunity to discuss the trade mission to China and the value these trips add to economic development in Michigan.

Business Delegation Info:

- Analytical Process Systems, automotive customized testing company from SE Michigan, looking for new customers and a China-based sales rep.
- Corrigan Air & Sea, logistics company from SE Michigan, looking for new customers (this is their second trade mission with MEDC).
- Cross Technologies Group, chemical company specializing in die casts, rubber and plastic composite, looking for partner distributors.
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- How trade missions impact business at home in Michigan
- Gordie Howe International Bridge RFP
- 2016 election reflections/ reactions since election
- Legislative priorities during lame duck
- Flint recovery efforts

Recent Articles:

Anti-Trump protests pop up in Metro Detroit- http://michiganradio.org/post/anti-trump-protests-pop-metro-detroit
Behind schedule, Gordie Howe Bridge faces obstacles on both sides of the border- http://michiganradio.org/post/behind-schedule-gordie-howe-bridge-faces-obstacles-both-sides-border
Court orders home delivery of bottled water in Flint- http://michiganradio.org/post/court-orders-home-delivery-bottled-water-flint
Snyder names Lake Erie "impaired' waterway- http://michiganradio.org/post/snyder-names-lake-erie-impaired-waterway
AP: Snyder taking 6th trade trip to China, 1st with Duggan- http://www.wilx.com/content/news/Gov-Snyder-in-China-400773841.html

Last interview: 6/2/2016 at Mackinac

Contact: Studio: 001-517-253-8179; Back-up: 001-517-899-3596 (Rick cell)

10:30 PM - 10:30 PM **Overnight Shenzhen JW Marriot -- 6005 Shennan Boulevard, Futian District, Shenzhen, 518040, Guangdong, P.R.C**

Chongqing Signing Ceremony

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:

Recognize several recent and significant collaborations between Chongqing and Michigan companies, to demonstrate our side's commitment to economic partnership between Chongqing and Michigan.

Attendees:

Park Kersman, President of Lorin Industries
Chen Xiaoshi, General Manager of Shenzhen Bond
Chen Yulong, Chief Technology Officer
Daniel Finkiewicz , Chairman of Board

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Weiwei Lu, MEDC Trade
Katelyn Wilcox, MEDC Protocol
Courtney Henderson, Michigan-China Innovation Center
Jack Hu, Vice President for Research, U-M
Shusheng Wang, Miller Canfield
Olivia Deng, Miller Canfield

Tentative Agenda :

1:30 PM - 1:35 PM Welcome and Introduction, Ning Shao, Chief Executive, Michigan China
1:35 PM – 1:37 PM Ning introduces Lorin Industries Inc., Muskegon, MI
1:37 PM – 1:41 PM Lorin President, Park Kersman, makes remarks about airport deal
1:41 PM - 1:43 PM Ning introduces Gage Products Company and Sikeyonghe Technologies Co., Ltd.
1:43 PM - 1:45 PM Signing of Gage Products Company and Sikeyonghe Technologies Co., Ltd Joint Venture
1:45 PM - 1:50 PM Press Q&A with Media

Confirmed Media Outlets:
- Chongqing Economic Times
- Metro News

Media Questions:
1) We find Michigan attaches great importance to Chongqing market, it participated in the auto show earlier this year. Now there are many companies which signed a memorandum of understanding. Would you please tell me the reason behind those actions?
2) What are other promotion plans for Michigan in the next future years? In what aspects?

Talking Points:

- Chongqing has often been called the Detroit of China.
- Ford has three assembly plants here.
- We have a terrific auto partnership that we look forward to expanding into other industries like IT.
- Grateful to Ministry of Commerce for adding Chongqing to the joint working group for trade and investment. This platform will help us deepen our partnerships.
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- Lorin is a growing Michigan company that we are very proud of, shipping more than 18,700,000 pounds of aluminum worldwide in 2015, and 14% of that was international.
- Gage Products is a Michigan company that joined me on a previous trade mission in 2013, and have grown significantly since then.
- This joint venture to make cleaning solvents to support Chinese automotive customers is a good example of how the strength of the auto industry both in Michigan and the Chongqing region can create smart business opportunities and partners.

Attire: Business (tie)
Photo: Photos during signings
Gift: None

BACKGROUND

Lorin – Will no longer be signing at Ceremony
Chongqing Airport Group, Lorin, and Shenzhen Bond, with this memorandum of understanding, solidify their commitment to collaborate together to support each other for the successful completion of the Chongqing Airport terminal project. The agreement will be signed by Park Kersman, President of Lorin Industries; Dai Ke, General Commander of Chongqing Airport Group; and Chen Xiaoshi, General Manager of Shenzhen Bond.

Gage Products and Sikeyonghe
Gage Products and Sichuan SIKEYONGHE Technologies will form a joint Chongqing company to make cleaning solvents to support their Chinese automotive customers. In next two years, the initial investment to the JV will be estimated 50 million RMB to create about 50 jobs and build its manufacturing base in Chongqing. In the future, Gage will continue to support the JV in technology, operations, and financing, and Sichuan SIKEYONGHE will back up the JV in management and marketing.

STAFF/DETAIL
Tuesday, November 15, 1:30pm-1:50m
Video Hall, 3rd Floor, Wudu Hotel
No. 24 Zengjiayan, Yuzhong District, Chongqing

Gage Products Company

&

Sichuan SIKEYONGHE Technologies Co., Ltd.

Memorandum of Understanding

November 15, 2016

Gage Products Company is a Michigan based world preferred supplier of chemical related products and processes, and has extensive experience and a strong reputation providing closed-loop recycling and toll blending processes primarily focused on the automotive and general industry painting industries. Gage's products are widely used in automobile manufacturing assembly, engine and parts production in North America accounted for 90% of the market. It enjoys a great reputation in the development and manufacturing high performance solvent blends, paint line cleaning programs and specialty product solutions for various applications.

Given that Gage, a global cleaning solvents, test fuels and paint special environmental leader in the field of regeneration, is executing its strategy of “Independence with diversification, Globalization in operation” and helping China's auto parts business and manufacturers lower costs, reduce emissions and protect the environment by utilizing their advanced technology.

Sichuan SIKEYONGHE Technologies Co., Ltd. is a Sichuan based environmental company, specialized in automotive coatings and thinners, cleaning solvent products. SK has strong financial backup and longtime relationships with different Chinese government entities. SK serves well known automotive customer groups in Chongqing and Sichuan areas. SK has become a respected supplier for ChangAn Ford, ChangAn Motor, LiuZhou WuLing Automotive Chongqing Assembly Plant, Chongqing QingLing, ChangAn Suzuki. Given the increasing demand of China environmental market, SIKEYONGHE would like to partner with Gage Products to expand their businesses to better serve their customers.

The two Parties sign hereon and reach the non-binding agreement as follows:

Gage Products and Sichuan SIKEYONGHE Technologies will form a joint Chongqing company to make cleaning solvents to support their Chinese automotive customers. In next two years, the initial investment to the Joint Venture company (“JV”) will be estimated 50 million RMB to create about 50 jobs and build its manufacturing base in Chongqing. In the future, Gage will continue to support the JV in technology, operation and financial, and Sichuan SIKEYONGHE will back up the JV in management and marketing.

Gage Products Company	Sichuan SIKEYONGHE Technologies Co., Ltd.
_____	_____
Chairman	Chairman

Gage Products 公司是密歇根州全球首选的化学相关产品和工艺供应商，主要为汽车和一般工业涂料行业提供封闭式回收和委托 加工业务，拥有广泛的经验和良好的声誉。 Gage 的产品广泛应用于汽车制造装配，发动机和零件生产占据了 90％的北美市场。它在开发和生产高性能混合溶化洗涤剂，油漆清洁和提供特殊产品方案方面也享有声誉。

鉴于 Gage 是全球清洗剂，测试燃料和涂料环保和领导者，正在执行其“多元化，全球化”战略，通过利用其先进技术，帮助中国汽车整车和零部件厂家和制造商降低成本，减少排放和加强环保。

四川思科永和科技有限公司(SK)是一家四川环保公司，产品覆盖专业汽车涂料，稀释剂和清洁剂产品。 SK 具有强大的资金储备和各级中国政府的长期关系，SK 具有重庆地区，四川省区域的良好的客户群落。已经与重庆福特，长安汽车，柳州五菱重庆工厂，重庆庆铃，长安铃木建立起来良好的供应链关系。鉴于中国环保市场日益增长，SK 希望与 Gage Products 合作，托展业务以更好地为客户服务。

双方签署并达成协议如下：

将在重庆成立一家合资公司，为中国汽车制造商提供清洁溶剂。在未来两年，对合资公司的初步投资将估计为 5000 万元人民币，在重庆创造约 50 个就业机会并建设其制造基地。未来，Gage 将在技术,营运和资金上继续支持合资企业，四川思科永和科技将继续支持合资企业的管理和市场运作。

Gage Products Company	四川思科永和科技有限公司
_____	_____
董事长	董事长

MEMORANDUM OF UNDERSTANDING
谅解备忘录

Between (由)

Chongqing Airport (Group) Co. Ltd.
Chongqing, P.R.C.
重庆机场(集团)有限公司
中国重庆

Lorin Industries Inc.
Muskegon, Michigan U.S.A.
罗铝工业有限公司
马斯基根, 密西根, 美国

Shenzhen Bond Industry Co., Ltd.
Shenzhen P.R.C.
深圳首邦实业有限公司
中国深圳

15 November 2016
2016 年 11 月 15 日

Memorandum of Understanding 谅解备忘录

Chongqing Airport (Group) Co. Ltd., hereinafter referred to as Chongqing Airport Group, was established on November 26, 2003, and joined the Capital Airport (Group) Co. Ltd. on April 18, 2004. The key responsibility of Chongqing Airport Group is to manage and operate the Chongqing Jiangbei International Airport.
重庆机场(集团)有限公司, 以下简称重庆机场集团, 于 2003 年 11 月 26 日设立并于 2004 年 4 月 18 日加盟首都机场集团公司. 主要职责是经营重庆江北国际机场.

Lorin Industries Inc., hereinafter referred to as Lorin, is an aluminum coil anodizer. Since 1943, Lorin has grown to be a recognized world leader in providing infinite possibilities in aluminum finishing solutions. Our product allows architects the freedom to design interior or exterior applications with an unlimited array of aluminum finishes. Our product meets unmatched specification ranges, carries a warranty, and it is supported with superior customer service.
罗铝工业有限公司, 以下简称罗铝, 是铝卷阳极氧化生产商. 自 1943 年起, 罗铝已成长为世界著名的可为铝表面处理提供无限可能的领导者. 我们的产品使建筑师在室内外应用设计中可自由选择铝表面处理的无限组合. 我们的产品满足许多规格要求, 提供质保和优质的客户服务.

Shenzhen Bond Industry Co., Ltd., hereinafter referred to as Shenzhen Bond, is Lorin's authorized distributor. Shenzhen Bond successfully arranged for Lorin's anodized aluminum finish to be specified for the new construction of the Chongqing Jiangbei International Airport. In 2014, Shenzhen Bond and Lorin began working together to develop a custom anodized aluminum finish that would match a unique color specified by the designer.
深圳首邦实业有限公司, 以下简称深圳首邦, 是罗铝授权的经销商. 深圳首邦成功地使罗铝的阳极氧化产品被指定为重庆江北国际机场的新建项目. 2014 年, 首邦和罗铝共同努力开发新的定制表面满足了设计师指定的独一无二的颜色.

Chongqing Airport Group agrees that the anodized aluminum honeycomb panels for the eaves of the Chongqing Jiangbei International Airport, Terminal 3A, will be supplied by Lorin and Shenzhen Bond.
重庆机场集团同意由罗铝和深圳首邦提供重庆江北机场 T3 A 航站楼屋顶上下檐口的阳极氧化蜂巢铝板.

Lorin agrees to provide Shenzhen Bond with high quality anodized aluminum coils that will meet the AAMA 611-12 Voluntary Specification for Architectural Anodized Aluminum and ship within mutually agreed upon time frames for the new Chongqing Jiangbei International Airport, Terminal 3A. Lorin will also provide technical support and process measurements to support a warranty request for this important project.
罗铝同意为重庆江北国际机场 T3 A 航站提供符合美国 ASTM-B209 标准的高质量阳极氧化铝卷给深圳首邦并在各方同意的时间内及时装运. 罗铝同时将为这个重要的项目提供技术支持和产品质保.

Shenzhen Bond agrees to support Lorin in their efforts to provide the Chongqing Airport Group with the correct material and Shenzhen Bond will make the fabricated honeycomb panels that will be in accordance with the related China national standard.
深圳首邦同意努力帮助罗铝为重庆机场项目提供合适的材料并由深圳首邦加工制造符合国家相关标准的铝蜂巢板.

Chongqing Airport Group, Lorin, and Shenzhen Bond, with this Memorandum of Understanding, solidify their commitment to collaborate together to support each other for the successful completion of the project.
按此谅解备忘录, 重庆机场集团, 罗铝和深圳首邦, 共同承诺为成功完成此项目相互协作, 相互支持.

CHONGQING AIRPORT (GROUP) CO. LTD.

重庆机场(集团)有限公司

Mr. Dai, Ke 戴科
General Commander 指挥长
+86 23 6715523

LORIN INDUSTRIES INC.
罗铝工业有限公司

Mr. Park Kersman
President 总裁
info@lorin.com
+1 231-722-1631

SHENZHEN BOND INDUSTRY CO., LTD.
深圳首邦事业有限公司

Mr. Chen, Xiao Shi (Edward Chen) 陈晓波
General Manager 总经理
1055180258@qq.com
+86 755 8295 0272

Chongqing Top Suppliers Roundtable

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Meet around 20 major Chinese automotive suppliers with potential to invest in the US, half introduced by Ford from their supply base, and half by Chongqing government.

Attendees:
China side:
Xu Zhenyu, General Manager, Chongqing Guangneng Rongneng Automotive trim Co., Ltd
Wang Guoxiang, Vice General Manager, Chengdu Huachuan
Liao Hua, Sales Director, Chengdu Huachuan
Feng Yu, General Manager, Chongqing Hongli Zhixin
Shi Fengping, Vice General Manager, Chongqing Hongli Zhixin
Zhou Bo, General Manager, Chongqing BND Pushi Auto Parts Co., Ltd
Chen Kun, Sales Director, Chongqing BND Pushi Auto Parts Co., Ltd
Mao Weijie, Commercial Representative Ningbo Shenglong Group Co.,Ltd.
Wang Zhonglian, President, HLZX-CQ
Tan Weifeng, Executive General Manager, HLZX-CQ
Wu Yunong, Director of Operations, HLZX-CQ
Zhou Guangpu Marketing Director HLZX-CQ
Mr. Shi, General Manager, Zhejiang Yinlun
William Chen, Marketing Manager, Tung Thih Electron (Xiamen) Co., Ltd
Jiang Mingjun, Sales Representative, Tung Thih Electron (Xiamen) Co., Ltd

Guest Name Title Company/Organization Name
Guoxiang Wang, Vice General manager, Chengdu Huachuan
Fengping Shi, Vice General manager, Chongqing Hongli Zhixin
ZHOU BO, general manager, CHONGQING BND PUSHI AUTO PARTS CO.,LTD
CHEN KUN, sales director, CHONGQING BND PUSHI AUTO PARTS CO.,LTD
Weijie Mao, Commercial Representative, Ningbo Shenglong Group Co.,Ltd.
Linghao Wen, General manager, Ningbo Shenglong Group Co.,Ltd.
Wang Zhonglian, President, HLZX-CQ
Feng Yu, General Manager, HLZX-CQ
Tan Weifeng, Executive General Manager, HLZX-CQ
Wu Yunong, Director of Operations, HLZX-CQ
Yan Xiong, program Director, HLZX-CQ
Xu Zhengzheng, Business Unit General Manager, Zhejiang Yinlun Machinery Co.,Ltd
Shi Xiaopeng, Assistant GM of BU, Zhejiang Yinlun Machinery Co.,Ltd
William Chen, Marketing Manager, Tung Thih Electron (Xiamen) Co., Ltd
Mingjun Jiang, Sales Representative, Tung Thih Electron (Xiamen) Co., Ltd
William Xie, Commercial Manager, Chongqing Sanyou Machinery Manufacturing Co.,Ltd
Lin Tang, Overseas Regional Manager, SAIC-IVECO Hongyan Co., ltd
Shuyu Han, Vice Director, Purchasing Dept, Lifan Auto
Mengjia Cao, Marketing Manager, Chaoli High-tech
Zhijun Wan, North America Manager, Sokon Import & Export Company
Junjie Cheng, Marketing Manager, Sokon Import & Export Company
Yi Zhang, Vice General Manager, Trade Department Chongqing Zhicheng Machinery Co., Ltd
Shengli Ge, Minister, Chongqing Zhicheng Machinery Co., Ltd
Bin LI, Vice President, Investment Department Eva-Group
Jiwei Lv, Vice President, Investment Department Eva-Group
Ms. Monica, Marketing Manager, Eva-Group

RDS

Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Weiwei Lu
Katelyn Wilcox
Courtney Henderson

Event Line-by-Line:

2:45-2:47pm	Introduction, Brian to emcee
2:47-2:52pm	Governor Snyder Remarks
2:52-2:57pm	Kevin Kerrigan to give remarks
2:57-3:02pm	Ford representative to give remarks
3:02-3:07pm	Company No. 1 Presentation (TBD)
3:07-3:12pm	Company No. 2 Presentation (TBD)
3:12-3:55pm	Self introductions by remaining companies and discussion
3:55pm	Emcee concludes event

Talking Points:

- Michigan's automotive leadership
- ACM, MCity and Smart Corridor
- Michigan's business environment
- MEDC and Michigan-China Innovation Center

Attire: Business (tie)
Photo: Photo at meeting
Gifts: Pewabic tiles, pens, and DSO CDs (will be distributed by Lindsay and Brian)

BACKGROUND

Steve Biegun, VP for International Government Affairs, set this event in motion for us, by asking Ford China to identify suppliers with plans to enter or expand in the US. Chongqing government then joined the event, and will introduce additional suppliers, who are perhaps not Ford suppliers currently.

STAFF/DETAIL

Tuesday, November 15, 2:45-3:55 pm
Chongqing Hall, 1st Floor, Wudu Hotel
No. 1 Hongye Road
Yubei District, Chongqing 401140

Steve Huang, General Manager of Hangzhou Guangneng

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Meet with a company currently exploring opportunities to setup an R&D center with 50 employees or a manufacturing plant in North America.

Attendees:
Steve Huang, General Manager of Hangzhou Guangneng Auto Parts ("Hahng-joe Gwong-nung")
Deputy General Manager of Hangzhou Magna Guangneng Automobile Trim Parts

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center
David Tang, Regional Head of China Practice, Baker Tilly

Talking Points:

- Michigan's R&D talent and resources

Attire: Business (tie)
Photo: Photo at end of meeting
Gift: Wooden Pen in Wooden Box

BACKGROUND

This is RDS' first meeting with Guangneng. Guangneng is considering opening a North American R&D center that would employ 50 people and be a $14.7 million investment.

Chongqing Guangneng
Chongqing Guangneng is engaged in multiple industries including auto parts, motorcycle parts, building materials, and chemicals.

Chongqing Guangneng Automotive Trim Co., Ltd. was founded in 2003. The company's line of business includes the manufacturing of plastics products. It is one of the largest automobile plastic parts manufacturers in Western China, providing products to Chang'an Ford Group, Chang'an Suzuki, SAIC IVECO HONGYAN, and Qingling Group.

In 2014, Guangneng Automotive Trim collaborated with Magna Exteriors to build a joint-venture company in Hangzhou. The company specializes in manufacturing front end modules (FEM) for the Chinese market.

Guangneng has held meetings with JV partner Manga in Michigan.

STAFF/DETAIL

Tuesday, November 15, 8:45-9:30 am
JW Marriott Chongqing Meeting Room 3 (6th floor)
No. 235 Min Sheng Road
Yuzhong District, Chongqing, 400010, China

Chairman not able to attend

Bo Ao

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Learn about Bo Ao's M&A plans in North America, and in particular, their interest in a possible acquisition of a division of Federal Mogul.

Attendees:
Huashu CHEN, Group CEO (General Manager)
David LENG, Vice President of Chongqing Yanfeng JCI
Andrew ZHANG, President of Rebo Lighting & Electronics
Jiawei WANG, President of Chongqing Bo Ao Mg-Al Manufacturing Company
Liam YUAN, Vice President of Chongqing IWIE Company

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center
Shusheng Wang, Miller Canfield
Olivia Deng, Miller Canfield

Talking Points:
- Update on MCity, American Center for Mobility, and the SMART Corridor.
- Michigan's talent pool.

Attire: Business (tie)
Photo: Photo at meeting
Gift: Wooden Pen in Wooden Box

BACKGROUND

Bo Ao is considering an M&A deal with Federal Mogul.

Bo Ao
Bo Ao was established in 1991 and is headquartered in Chongqing, with global support offices in the U.S. It has 10 subsidiaries, 5,466 employees, and 13 sites. It is involved in design, R&D, manufacturing, sales, automotive services, and trade and investment areas. Bo Ao has long term relationships with Chinese and global OEMs.

The chairman of Bo Ao, Wang Wuyang, is also the chairman of Chongqing Yanfeng Johnson Controls Automotive Components, one of Johnson Controls' major automotive seating joint ventures in China.
He has visited Michigan with Chongqing leadership. Bo Ao currently has a representative based out of Johnson Controls in Plymouth, Michigan.

STAFF/DETAIL

Tuesday, November 15, 9:30-10:15 am
JW Marriott Chongqing, Meeting Room 3 (6th floor)
No. 235 Min Sheng Road
Yuzhong District, Chongqing, 400010, China

EVA Precision Industrial Holdings, President Li Bin

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Meet with a company currently interested in setting up a sales and engineering office in Michigan by June 2017.

Attendees:
Li Bin, President
Jacky Lu, TBD
Angel Wang, TBD

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center

Talking Points:

- Michigan's technical talent and resources
- Update on MCity, American Center for Mobility, and the SMART Corridor.

Attire: Business (tie)
Photo: Group Photo
Gift: Michigan wood box with pen

BACKGROUND

EVA is interested in setting up a sales and engineering office in Michigan by June 2017. After the successful establishment of this office, EVA may expand its scope to include design. Its major customers include Faurecia, Brose, TRW, Suzuki, Webasto, and Ford. Most of its existing customers have plants in Michigan.

EVA Precision Industrial Holdings
Established in 1993 and listed on the main board of the Hong Kong stock exchange in 2005, EVA Precision Industrial Holdings is involved in the manufacturing of office automation equipment and related product assembly services, automobile molds and components, and the research, development, and production of smart devices.

Its manufacturing bases, which include eight industry parks with comprehensive facilities, are spread across China (three provinces and one municipality) and Southeast Asia. It has more than 10 subsidiaries and has established offices in the United States, Europe, Japan, Korea, and Hong Kong.



(Zhang Jie is on the left)

Mr. Zhang Jie is the co-founder and chairman of EVA. Prior to the establishment of the EVA, Zhang worked for a Chinese joint venture focused on civil engineering projects. He started his first business in 1983 and worked as a contractor on civil engineering projects for the local government. In 1993, Zhang co-founded EVA and acquired extensive experience in customer relationship development and corporate management. He has more than 20 years of experience in marketing, strategic planning, and corporate management in the manufacturing industry.

STAFF/DETAIL

Tuesday, November 15, 10:15-11:00 am
JW Marriott Chongqing, Meeting Room 3 (6th floor)
No. 235 Min Sheng Road
Yuzhong District, Chongqing, 400010, China

Mayor of Chongqing, Huang Qifan

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Reconnect with an old friend and reaffirm our mutual partnership and industry ties. Discuss Chongqing's economic development, and industrial policy.

Attendees:
Mr. Huang Qifan ("Mr. Hwong"), Mayor of Chongqing
Ou Shunqing, Chongqing City Government Director General
Li Dianxun, Science and Technology Comission Director
Xiong Xue, Commerce Commission Director
Wu Kangming, Foreign Affairs Office Director
Ren Zhouqing, Economic and Information Commission, Deputy Director

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Allison Scott
Emily Guerrant
Lindsay Kirchinger
Weiwei Lu
Katelyn Wilcox
Courtney Henderson

Talking Points:

- Mention MOU between RDS and Mayor from 2013 has been in place and there have been exchanges.
- Ford is among the top tax payers in the city of Chongqing, with three assembly plants. Both sides can celebrate this partnership.
- Ford's partner, Chang'an, has an R&D center in Plymouth, Michigan with about 50 people and has plans to expand it.
- Chongqing is a member of our joint working group organized by the Ministry of Commerce to promote trade and investment.
- Michigan-China Innovation Center update.
- Encourage Mr. Huang to attend the Detroit Auto Show.
- Invite him to attend a performance during the DSO's 2017 China tour.
- *Note:* Chongqing has continued to raise the issue of a Sister City, it's not a priority for us right now. Instead, we prefer to do better with elements of our existing economic agreement.

Attire: Business (tie)
Photo: Group photo
Gift: Wooden Pen

BACKGROUND

HUANG Qifan



RDS has met Huang Qifan before.

There are rumors that Huang Qifan will go to the central government to work on financial regulation, but is also nearing the mandated retiring age, so if it doesn't happen soon it won't happen.

Huang Qifan began his political career in Shanghai and was transferred to Chongqing in 2001 as its Deputy Mayor, before being promoted to Mayor in 2010. His political career began in Shanghai's Pudong New Area in 1993. Between 1994 and 1995 Huang served as the Director of the Policy Research Office of the Communist Party organization in Shanghai. Between 1995 and 2001 Huang served as the Deputy Secretary-General of the Shanghai Municipal Government. Between 1998 and 1999 Huang took on a one-year stint pursuing his Executive MBA at the China Europe International Business School (CEIBS) in Shanghai.

Huang was transferred to work in Chongqing in 2001, several years after the city was elevated to "Direct-controlled Municipality" status equivalent to that of Shanghai. He was the city's Deputy Mayor from 2001 to 2009 and sat on the Communist Party's Chongqing Standing Committee. Huang is unique in that he has served under four Chongqing Party Secretaries He Guoqiang, Wang Yang, Bo Xilai, and Zhang Dejiang, each with their unique set of policies and political beliefs, and all of whom went on to become prominent politicians at the national level.

Huang was considered a key political ally of Bo Xilai, who abruptly fell out of favor with the national leadership following the Wang Lijun incident in February 2012. Many believe that Huang's political career had come to an end due to his association with Bo and the appointment of Zhang Dejiang as party secretary for Chongqing following Bo's dismissal in March 2012. During a televised government meeting, Huang expressed his support for Zhang. He was elected to the 18th Central Committee of the Communist Party of China in 2012, and re-elected Mayor of Chongqing in January 2013.

STAFF/DETAIL

Tuesday, November 15, 2 -2:40 PM
Reception Hall, Building A, 3rd Floor, Wudu Hotel

Chairman of Pingwei, DU Ping

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Pursue a 25-job, $6 million tooling and stamping R&D center from a Ford supplier with no current Michigan presence.

Attendees:
Mr. DU Ping ("Mr. Do"), Chairman of Pingwei ("Ping-way")
Mr. HOU Changyuan, Chairman of Pingwei Auto Science and Technology Co.
Additional company officials

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center
Lianne Yan, Dickinson Wright
Perhaps additional, TBD

Program:
4:45-5:35 Meeting
5:35-5:45 Tour of factory floor and exhibition section

Talking Points:
- Thank the chairman for his interest in Michigan.
- His team has been to Michigan to study the environment (also California) and we are impressed by how hard they are working on behalf of the company.
- He will be happy with his choice.
- General automotive R&D talking points.

Attire: Business (tie)
Photo: Group Photo
Gift: Wooden Pen in Wooden Box

BACKGROUND

The company considering a Michigan investment is Pingwei Auto Science and Technology Company, which is a subsidiary of Pingwei Group. Du Ping is the chairman of the entire group and may want to talk about other forms of collaboration.

Pingwei has visited both Michigan and California as they evaluate locations for the project. They recently set up an entity in Michigan with the assistance of Dickinson Wright law firm. They have not yet committed to where they'll do the project, and have not identified a top site in Michigan yet.

Chongqing Pingwei
Founded in 1996, Chongqing Pingwei Sci-Tech Group Co. Ltd. designs, manufactures, and distributes automotive parts. The company produces automotive plastic parts, stampings, and welding parts. It also produces appliance parts, molds, and electronic components. It provides products to Chang'an Ford, Chang'an Auto Company, Chang'an Suzuki, and Chongqing Haier.

STAFF/DETAIL

Tuesday, November 15, 4:45-5:45 pm
Pingwei Headquarters
Lijie #20, Lijia Zhen
Bebuxingqu, Chongqing

Talking Points on Trade Mission Companies

- Eleven companies on the trip to China
    - Analytical Process Systems, automotive customized testing company from SE Michigan, looking for new customers and a China-based sales rep.
    - Corrigan Air & Sea, logistics company from SE Michigan, looking for new customers (this is their second trade mission with MEDC).
    - Cross Technologies Group, chemical company specializing in die casts, rubber and plastic composite, looking for partner distributors.
    - IMS Manufacturing, automotive plastic injection molding and tooling from SE Michigan, looking for partner distributors.
    - Inora Technologies, Inc – automotive, aerospace and manufacturing robotics company based in Ann Arbor, looking for new customers in the automotive and aerospace industries.
    - Maximum Mold, automotive company specializing in injection molds from Benton Harbor, looking for potential customers. (Originally came to China looking for sourcing partners, but last year discovered that they could export their molding tool products to China for less than the local market, with higher quality).
    - Gershonowicz Brothers LLC (legal name, company is branded as Rebuild Nations) – marketing and communication company from Detroit looking for potential customers who want help in the US with PR and promotions.
    - Re-Source Industries Inc, west Michigan manufacturing company specializes in automotive, transportation and medical machines looking for customers and to better understand the markets in China.
    - Logos Logistics, automotive logistics company based in SE Michigan, looking for potential customers.
    - James Group – automotive logistics company from SE Michigan looking for potential customers (also was part of the 2013 trade mission to China).
    - Lorin Industries, Muskegon company specializing in aluminum products. They are on the trade mission to sign the contract with Chongqing Airport.

- Since 2012 when the Export program was started, our efforts have helped more than 1,000 companies and facilitated more than $1B in export sales around the world. More than 60 Michigan companies have participated in these trade missions to China as well.
- In 2016, Michigan companies have facilitated more than $1M in export sales to China specifically. (FY 2016, MEDC saw $523M for facilitated export sales worldwide).
- Most companies arrived over the weekend and are starting their match-making meetings today, Nov. 14. Three companies representing west Mi, 1 from A2, and 7 from SE Michigan.

2016 China Trade Mission Business Delegation

Company	Website	Industries	Products & Service	Objectives	No. of Participants	Participant	Title	Phone	Email	Address
Analytical Process System	www.aps-mich.com	Automotive	custom test systems & equipment	Looking for sale rep, new customers	1	Brian N. Kundinger		(248) 343-1542	bkundinger@kundinger.com	1771 Harmon Road, Auburn Hills MI 48326
Corrigan Air & Sea	www.corriganairsea.com	logistics	International logistics services	Looking for potential customer	2	Michael G. Murphy;	VP sales	(734) 595-6978/(313) 980-0970	mmurphy@corriganairsea.com	6170 Middlebelt Rd. Romulus, MI 48174
Cross Technologies Group Inc.	www.crosschemical.com	Chemicals	Release agents for Die Cast, Rubber, Plastics, Composite, Polyurethanen	looking for potential distributors	2	Timothy C. Brown	Sales & Marketing Manager	(248) 915-9207	tbrown@crosschemical.com	1210 Manufacturers Dr. Westland, MI 48186
IMS Manufaturing	www.4ims.net	Automotive	plastic injection moulding / tooling	looking for partners/distributors	1	Robert Schaffer		248.346.7770	Bob.schaffer@4ims.net	1809 James P Cole Blvd, Flint, MI 48503
Inora Technologies, Inc	www.INORA.com	Automotive, Aerospace, General Manufacturing, Robotics,	Machine Verification Systems and Machine Health Diagnostics, Gap Measurement Systems and Dynamic Door Closing Analysis Tools. The repeatability, reliability, and operator independent results are the USPs.	looking for new customers in automotive and aerospace industries	2	Ingobert Schmadel	President	734276-9394	schmadel@inora.com	4343 Concourse Drive, Suite 260, Ann Arbor, MI 48108
Maximum Mold	www.maximummold.com	Automotive	Plastic molds and die cast dies	Looking for potential customers	1	David A LaGrow	President	269-468-6291	davel@maximummold.com	1440 Territorial Road, Benton Harbor, MI 49022
Gershonowicz Brothers LLC	www.rebuild.group	Service	marketing communications agencies	Looking for potential customers	2	Josh Gershonowicz	cofounder	248-884-3774	jgershonowicz@rebuild.group	2990 West Grand Blvd Suite 408 Detroit MI 48202
Re-Source Industries Inc	www.rsicnc.com	Automotive, Transportation, Medical	Manufacturers of automobiles and other transportation related machines	Looking for potential customers and learn about the market opportunities	1	Paul Kuyt	President	616 437-5614 (cell)	paulk@rsicnc.com	1485 S Getty, Muskegon Mi 49442
Logos Logistics	www.logos3pl.com	logistics	International logistics services	Looking for potential customers	3	Jonguk Kim	President	7344031777	James Kim <jkim@logos3pl.com>	8923 Inkster Road Taylor MI 48180
James Group	http://jamesgroupintl.com/	Automotive logistics	International logistics services	Looking to meet with customers	1	John James	Chairman	313) 841-0070	John James, Chairman/CEO <jjames@jamesgroupintl.com>	4335 W Fort St, Detroit, MI 48209
Lorin Industries	http://www.lorin.com/	Aluminum	Anodized Aluminum products	Signing a contract	1	Park Kersman	President	231.727.6651	ParkKersman@lorin.com	1960 Ro+A2:K13berts Street, Muskegon, MI