

## NEWS

### East Midlands SME Secured £1.2m deal in Sichuan, China

SCITEK in Derby is at the final stages of a year-long project to create a one-off £1.2 million neutron radiography machine.

UKTI expert advisers have worked with the company since 2005, enlisting the help of China specialist, Min Rose, Peter Stevenson and RadSci's John Rogers.



(Picture: Derby Telegraph)

Dr Marios Christodoulou, MD of SCITEK, said: "Exporting is vital for the growth and sustainability of our company, accounting for 50 per cent of our overall sales. UKTI have been a fantastic help and I'd encourage anyone looking to increase their business to get in touch."

[Read](#) the article in full

### Enter the Chamber Awards

The best businesses in Leicestershire are being encouraged to demonstrate the county's entrepreneurship by entering a top award – as well as a chance to win £25,000 courtesy of the RBS Group.

[Apply](#) before 29<sup>th</sup> June

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## China Business Association

英国中东部地区中国商务协会

June 2012 Newsletter

*Your update on East Midland and business links with China*

[www.ChinaBusinessAssociation.org](http://www.ChinaBusinessAssociation.org)



## MARKET DIGEST

[China car sales](#) buck slowdown trend with 22% growth in May

UK in landmark [£50m deal to export pork to China](#)

China's largest aircraft builder [COMAC launched European headquarters in Paris](#)

[More rich Chinese buy US property](#): 23% increase on the \$7.3bn of sales China notched up in the previous 12 months & 88% increase from \$4.8bn in 2010

[China signs up for Leeds Olympics Games training centre](#), a deal worth £250K to Leeds. See the map of all Olympic Training Camps and facilities across UK universities in the report [Olympic and Paralympic Games: the impact of universities](#)

[China forms world's largest cinema group](#) after buying America's 2<sup>nd</sup> largest cinema chain, AMC

[China Telecom](#) launches mobile service in UK, the first Chinese mobile virtual network operator to be launched outside China

[Jaguar Land Rover](#) reports record sales and £1.5 bn profits. Chinese sales jumped 76% to 50,994 becoming JLR's 3rd largest market

[Chinese exports](#) to non-US, EU and Japanese markets rose 17% in May

## Market Intelligence

A commentary on [China's new food labelling regulations](#) came into effect on 1st June

[China bond market](#) is ready for take-off with 4.2 trillion yuan (\$666 billion) corporate bond market just 9% of its GDP

The [Business Confidence Survey 2012](#) released by the European Union Chamber of Commerce in China reveals China is an increasingly important strategic market for European companies, but a significant proportion may shift investments away from China

[Visit of UK Minister Of State for Agriculture and Food to China](#) to fly the flag for the UK farming, food and drink sectors

[EU-China Investment: A Partnership of Equals](#), speech by European Commissioner for Trade, debating China Invests in Europe Patterns Impacts and Policy (7<sup>th</sup> June 2012)

China is investing heavily on water conservation. [Chinese Water Security](#) looks at China's emerging policies, EU-China co-operation and where the UK can contribute.

[British Business in China: 2012 Business Climate Survey](#) by BritCham from responses by 170 companies, mostly SMEs in trade and investment between China and the UK

**The East Midlands export** hit £4.6 billion high for the first quarter of 2012, increasing the annual export to £17.83bn in goods alone, compared to the region's export 2 years ago of £2.5 billion in 2010.

(Source: [UKTI East Midlands](#))

Watch the ITV report on [Export Boom for Midlands](#)

### Editor's Column:



### Chinese Business Etiquette: Gift-giving

Exchange of gifts remains an important aspect of doing business in China, but ensure this must not be an act of bribery.



### How to present a gift

- After all business negotiations are concluded: at the end of business meetings or banquet
- Strictly in the context of friendship and cooperation
- Given and accepted with both hands
- The rule of one or all: either one gift to the head of the group, or a gift for all with the most expensive given to the most senior

## EVENTS

### UK Events

UKTI International Meeting Opportunities at [Children's Media Conference](#) with major media companies from China (CCTV Animation) (2–5 July, London, Salford, Sheffield)

[International Logistics](#) (Multi Sector) by EMITA (20th June, DHL East Midlands Airport)

[Take Your Place in the Siemens Supply Chain](#) the Rail Systems division of Siemens (11<sup>th</sup> July Northampton)

[Securing Asia 2012](#) (security conference), London (25<sup>th</sup> – 27<sup>th</sup> June, London)

[Roundtable Meeting](#) with [Liaoning](#) Financial Delegation, London (4<sup>th</sup> July London)

UKTI [Asia Pacific Business Question Time](#), London (4<sup>th</sup> July London)

[Developing a British-Chinese Partnership for Business Education](#) (31<sup>st</sup> July Leeds)

### China Events

[Technology Showcase Events in China](#) 2012 (Jining/Zhongshan/Wuhan)

[Western China International Fair](#) (20<sup>th</sup> – 25<sup>th</sup> September, Chengdu)

[Beijing International Book Fair](#) (29<sup>th</sup> August – 2<sup>nd</sup> September Beijing)

[Music China](#) (11<sup>th</sup> – 14<sup>th</sup> October Shanghai)

## BUSINESS OPPORTUNITIES

A local Economic Development Zone in Northeast China is seeking UK expertise on '[Total Hospital Solution](#)' providers

Beijing medical organisation seeks an [array pressure probe or array pressure sensor](#) to be used for early stage breast cancer screening

Hong Kong Civil Aviation Department is tendering for the supply of [an automatic dependent surveillance-broadcast ground station](#)

A Chinese top property developer is seeking an international [property management service](#) provider to engage in their high-end residential development in Chongqing

A development zone in Harbin is seeking for UK producers of [aircraft lubricant oil, air-seats and de-frosting equipment](#)

Contractors are invited to express their interest to tender for the provision of [axle box temperature monitoring system](#) on Hong Kong MTR trains using RFID technology

Hong Kong MTR invites term consultant to provide design, technical support and site-verification services for the [signaling, software and electronic \(SSE\) systems of the operating railway](#)

Tender opportunity for six sets of [chemicals and explosives compound field analysis devices](#) required by the Hong Kong Police

The Treasury in Hong Kong has issued details of a [tender for the provision of online credit card payment service](#) for non-billed Government services

One of the largest manufacturers of drilling rigs and platforms in China seeks

### What to Avoid:

- Avoid anything that is obviously expensive so that the company will not feel obliged to reciprocate
- Avoid sharp objects (eg scissors, knives), clocks, umbrella
- Avoid black or white wrapping paper (red is always the safest option)

### Appreciated Gifts:

Items from your country or city or with your business logo are most popular.

Formal gifts can be leather wallet or business card holder, fine pen, solar calculator, ties, illustrated book. More personal gifts can be given once relationship has been established, such as a good cognac or other fine liqueur, chocolates from your country/city.

Remember it is the thoughts that matters not the value!



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collaboration of [shale gas development](#) in Sichuan and Chongqing

Government in Guizhou Province is looking for [UK expertise on land remediation](#) to deal with heavy metal soil pollution.

Opportunity in Hong Kong to tender for the supply of [security and maintenance services](#) for detained marine craft.

Major tourism bureau seeks assistance to [attract more tourists](#) from French and the French district of Switzerland to Taiwan

A Hong Kong based company is interested in importing [British Shirt Fabric for men's shirts](#) manufacture

(source: UK Trade & Investment)

## JOBS

[City of London, Beijing Office](#) is recruiting the Chief Representative (Beijing)

[Lloyd's Register](#) recruits the Principal / Senior Safety Assurance Engineer (Hong Kong)

The world's leading interactive entertainment software company [Electronic Arts Inc.](#) is recruiting [Development Director](#) and [Scrum Master/Project Manager](#) in Shanghai

[European Union Chamber of Commerce in China](#) seeks a Membership Intern (Shanghai)

[Intel](#) is recruiting a Development Program Manager/Platform Integration & Validation Lead (Tablet & Consumer Products) located in Shanghai

[PWC](#) is recruiting the Assistant to European Business Group, PWC China

[IBM](#) is recruiting Software Test Specialist in Ningbo

[European Union Chamber of Commerce](#) (EUCC) seeks an Internship Assistant to Working Groups and Government Affairs (Mandarin Chinese language required)

MSCI Inc. is recruiting the [Head of Applications Development](#) (Beijing Office)

[The Economist](#) is recruiting a [Senior business development manager](#), Thought Leadership & Engagement Marketing, to be located in Hong Kong

The global business software firm [SAP](#) seeks a Technical Quality manager (Taiwan)

Global agency Possible Worldwide recruits [Senior Engagement Director](#) in Shanghai

Global management consulting firm [Accenture](#) recruits BPM, LSS, or PLM Manager (Beijing, Chengdu and Shanghai)

Advertising agency [Wieden + Kennedy](#) recruits an Interactive Producer (Shanghai)

[Red Ben Software](#) seeks a Software Developer, Mobile Solutions team (Beijing)

The technology services company [Aricent Group](#) seeks Team Leader (Shenzhen)

### Disclaimer:

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