

China Blueprint Consultants Newsletter

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China's on a National Holiday-
Wondering why you can't get through?

If you think holiday season is tough spare a thought for Beijinger's who recently had an influx of 635,000 visitors over the first two days of their National holiday. The 7 day break marks the 1949 founding of the People's Republic of China and started on Monday 29th September and will end on Sunday 5th October. For importers this means most factories will close down for this last week of September, re opening again on the 6th October.

Carbon Market Expo
Australasia 2008
30-31 October 2008
Gold Coast Convention and
Exhibition Centre

[Link](#)



2008年澳大利亚-亚太区碳资产市场交易博览会

时间：2008年10月30日至2008年10月31日

地点：澳大利亚昆士兰省黄金海岸会展中心。

2008年澳大利亚-亚太区碳资产市场交易博览会是澳大利亚第一次由产业方主办的有关环保节能、尤其是二氧化碳减排资产市场交易合作的综合性博览会。这次盛

Welcome to the October edition of the China Blueprint Newsletter. This issues covers trade events, this month's article on 'service providers' and announcements. If you are thinking about attending the Canton Fair you had better get a move on, its only 2 weeks away!

We hope you enjoy this issue, and please submit your topic requests for future issues.

Import & Export Fair-Sep 2008



China Blueprint recently attended and participated in the first event of its type, the Import Export Show at Darling Harbour.

This was a fantastic opportunity for new comers to learn about and consolidate the necessary service providers they will need to facilitate their trade overseas. With an

exciting range of seminar events, this was an opportunity not to have missed.

China Blueprint Director Lisa Goodhand spoke at the seminar on 'Managing supplier and distributor risk'. Managing these risks can be time consuming and confusing for importers and exporters as quite often they are in an overseas environment in unfamiliar surroundings. Lisa noted that common reasons why Australian importers/exporters tend to get into trouble are because of:

- Not doing proper due diligence
- In a rush to get a piece of the action
- Not seeking expert advice
- Over optimistic because of successes in Australia
- Empowered by internet
- Used to dealing with wholesalers in Australia
- Used to dealing in Australia with different laws
- Don't understand how to access & assess information

For a copy of Lisa's presentation or to talk directly about managing supplier/distributor risk, contact China Blueprint [email](#). Whether your project is at its infancy stages or well underway we can provide service solutions that make sense.

If you missed this years event, do not despair, given its popularity organizers have promised a 2009 repeat! See [web](#) for details.

会将会吸引全亚太地区的众多与碳资产行业相关的产品设备供应商、服务咨询公司以及他们的客户前来参加。

这次博览会将会由主要的碳减排企业，澳大利亚环境商业协会，亚太排放交易所以及昆士兰政府和黄金海岸市政厅主办和协办。

2008年澳大利亚-亚太区碳资产市场交易博览会将涵盖碳资产交易、有关最新科技、市场动向的研讨会，和相关技术设备的展览会。与会者将会有机会获得各方面的专业技术信息和商业信息。

这次博览会将会是亚太地区举办的第一次综合性的展出碳排放资产市场相关产品和服务的盛会。

2008年澳大利亚-亚太区碳资产市场交易博览会的主办者和参加者将会包括：

- * 碳资产市场投资者和管理者
- * 碳减排行业相关的企业
- * 和碳减排相关的政府以及民间组织
- * 碳减排资产项目交易商
- * 碳减排量计算，项目评估和审查服务

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Traveling to China?

Then speak with Sheri U

[AYM Travel Services](#)
[AYM Golf Tours Pty Ltd](#)

Sheri looks after all China Blueprint business and holiday travelers to China. Whether you want to go on an exclusive golf tour or need to find a hotel in that remote location, Sheri will be able to help you.

[Web](#)
[Email](#)

Phone: 02-9484 0530
Fax: 02-9484 8604

Canton Fair starts 15th October 2008



The Fair is just around the corner, so if you are thinking about attending and want to register we suggest you delay no longer.

Reasons to join China Blueprint at the Canton Fair:

*We will help you target your activities
You will meet qualified suppliers
You will receive expert advice
Your import questions will be answered
You appear more professional to suppliers
You will have access to translation services
You are not locked into any contracts*

*You will learn what's required if you choose to DIY
You will be able to utilise our services in the future
You will save money on accommodation
You will save money on phone calls
You will meet other importers & service providers
You are with a great group of importers like yourself who want to learn more*

This is truly an invaluable opportunity for new importers to meet and work with true professionals. Our expert guides are there to support and assist, not to bully you into buying from suppliers or factories. You choose who you like and we help you assess them.

Don't go to the fair like so many and walk away having achieved nothing. Let us show you how its done!

What's on display and when?

Phase 1

Oct 15-19, 2008 - Large Machinery and Equipment, Small Machinery, Bicycles, Motorcycles, Vehicle Spare Parts, Chemical Products, Hardware, Tools, Vehicles (Outdoor), Construction Machinery (Outdoor), Household Electrical Appliances, Consumer Electronics, Electronic and Electrical Products, Computer and Communication Products, Lighting Equipment, Building and Decorative materials, Sanitary and Bathroom Equipment, and International Pavilion.

Phase 2

Oct 24-28, 2008 - Kitchenware & Tableware, General Ceramics, Art Ceramics, Home Decorations, Glass Artware, Furniture, Weaving, Rattan and Iron Arts, Gardening Products, Stone and Iron Products (Outdoor), Household Items, Personal Care Products, Toiletries, Clocks, Watches & Optical Instruments, Toys, Gifts and Premiums, Festival Products.

Phase 3

Nov 2-6, 2008 - Men and Women's Clothes, Kids' Wear, Underwear, Sports and Casual Wear, Furs, Leather, Downs & Related products, Fashion Accessories and Fittings, Home Textiles, Textile Raw Materials & Fabrics, Carpets & Tapestries, Food, Native Produce, Medicines and Health Products, Medical Devices, Disposables and dressings, Sports, Travel and Recreation Products, Office Supplies, Shoes, Cases and Bags.
website.

To register [email](#) us

Where should you stay when you travel to Guangzhou?



[Crown Plaza](#)

The newest addition to Guangzhou's luxury accommodation!

CHINA TRADE FAIRS 2009

Hotelex Shanghai

June 2009

International hospitality equipment and supply exhibition
[LINK](#)

Hotelex Beijing

June 2009

International hospitality equipment and supply exhibition
[LINK](#)

Expo Build March/April 2009

Interiors, building surfaces & building products exhibition
[LINK](#)

CLEAN EXPO March/April 2009

Cleaning equipment exhibition
[LINK](#)

These exciting trade events are organised by CMP Sinoexpo International Exhibition Co., Ltd.
[LINK](#)

China Blueprint is the proud Australian representative of these events.

Service Please!



Who does what when it comes to importing?

When it comes to importing do you know who the best service providers are? Do you even know who you should be talking to when seeking help?

The reality now is that you no longer have a competitive advantage by just being in China, you need to fast track your progress by employing the services of experts. Experts such as:

Business Consultants: Experienced and skilled professionals who know and understand the Chinese environment. China Blueprint for example, has a range of skilled staff that have expertise in engineering, project management, supply chain and finance and secondly and most importantly, Chinese on-shore experience, Chinese language expertise and business acumen.

So what does your consultant do? They help you make value added decisions on how to enter the market, who to trade with, what the local policies & protocols are, gather advise on local legislation and provide turn key solutions to your business project.

· **Onshore Inspectors & Testing Laboratories:** Inspections in China will become a permanent part of your continued business if importing. Some people believe that once a factory passes one inspection this qualifies them for life-not true! Even multi-nationals have teams of their own inspectors working around the clock to check problems with quality, quantity and packaging.

Testing laboratories are useful for testing on-shore. They should also form a part of your due diligence where specialist testing and chemical analysis is required.

· **Freight Forwarders:** Freight forwarders form an extremely important part of the import process. They take care of not only freight, but they also handle matters such as import duties, document handling, pick-n-pack, consolidation, warehousing, GST, marine insurance (third party) and delivery to your shop floor. When choosing a freight forwarder, it's important to ensure they have expertise in the country of origin, ie CHINA. Talk to Angela Gambel at [Stockwells International](#), she has freight solutions for businesses large and small.

· **Insurance Agents:** Insurance is often overlooked until things go wrong! Insurance could end up saving your business if things don't go to plan. Insurance includes marine insurance and trade insurance. Before placing your order you should assess the most appropriate insurance for you and your business size.

· **Banks & Financial institutions:** Banks will assist with Letters of Credit, financial agreements, money transfers and exchange. Banks can also finance your imports, however you may also want to consider talking to a trade finance company such as [Taurus Trade Finance](#) or [Octet](#) if your looking for a loan.

For more information about China Blueprint services and to find out the best import service provider [email](#) us.

Thank you for reading our newsletter. If you have any questions or any topics you would like covered in the next issue, please feel free to contact us.

Sincerely,

Lisa Goodhand
Director China Operations