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# San Fernando Valley International Trade Association "Newsletter"

July 2008



VITA's mission is to promote the Greater San Fernando Valley as a leader in international trade by providing our members with valuable resources, informational programs, and referral assistance and networking opportunities.



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## VITA Global Networking Breakfast "Contract Management & Compliance"

**When:** Wednesday - July 16, 2008

**Time:** 7:30 a.m. - 9:00 a.m.

**Where:** The Economic Alliance  
5121 Van Nuys Blvd., 2nd Floor  
BFG Board Room  
Sherman Oaks, CA 91403

One of our speakers for the breakfast will be Lloyd Mann Esq. of Mann & Zarpas. Learn how to mitigate risk and eliminate unnecessary costs for your business. Register and find out more at our website [www.vitainternational.org](http://www.vitainternational.org). For additional information, please call Darcy Winters at 818-379-7000 x109.

**Member Price:** \$20.00

**Non-Member Price:** \$25.00

## MBITA/TradePort Event

**Name of Event:** 'Green Trade Network Summit'

**Type:** Conference

**Date:** Friday - September 19, 2008

**Time:** 8:00 a.m. - 5:30 p.m.

**Venue:** Coconut Grove at the Santa Cruz Beach Boardwalk

**Address:** 400 Beach Street

**Organizer/Promoter:** Monterey Bay International Trade Association, TradePort and GlobalCalifornia.com

**Phone:** 831-335 -4780 - Fax: 831-335-4822

**Contact E-mail:** [cristina@mbita.org](mailto:cristina@mbita.org)

**For more information:** [www.mbita.org](http://www.mbita.org)

The Green Trade Network Summit will bring experts and companies from around the world from both the public and private sectors. They will discuss, present, network and exchange ideas on how we can Green the world and grow our businesses through trade and investment.

The Green Trade Network Summit will also conduct an exhibit forum that will feature the best of breed in green technologies, services and products from vendors throughout the world.

## Guangxi Province Visits VITA

A delegation of 15 business and government leaders from the province of Guangxi, China visited the Valley International Trade Association (VITA) and Economic Alliance offices in the San Fernando Valley on June 9, 2008. This very cordial Chinese group was hosted by Bruce Ackerman of VITA, the Economic Alliance and Tony Livoti, VITA board member and President of the Monterey Bay International Trade Association (MBITA). The Guangxi delegation was on its last leg of their U.S. tour after visits in Toronto, Washington D.C. and Philadelphia and was then headed on to San Francisco and Las Vegas after their VITA visit.

Through the able interpretation of Ge Zhang, the delegation leader from the capital city of Nanning. He expressed that Guangxi has a population of 50,000,000 and is one of China's Autonomous regions comprised of 11 different minority tribes plus the majority Han people. Autonomous zones in China have special tax policies with the Central government that is different from the rest of China. More details on these tax policies and other benefits of being a Chinese autonomous region can be obtained through the VITA or MBITA offices.

The Guangxi Province is a leading province in China for minerals, rare metals, natural art and precious stones and is best known in the Asian global community for their annual China-Asian Exhibition where government officials, businesspeople and investors meet to promote bilateral trade and investment. Also, the conference is famous for conducting an International Folk Song competition event that is well known throughout Asia. In the late nineties Guangxi had the special privilege of hosting President Clinton during his China

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tour.

During the meeting the Guangxi delegation expressed an urgent need for opportunities involving waste treatment and air pollution technologies and hospital waste recycling systems. In summary, this group was very enthusiastic about doing business with California's business community and invited all to participate in their upcoming conference which will be held this coming October.

Please go to <http://www.cbw.com/business/invest/guangxi/> for more info on Guangxi and please see the attending delegates below and contact the VITA office if you want to learn more about Guangxi and pursue trade and investment opportunities.

**Mr. Lu Bin** - Vice Director, Guangxi Audit Department

**Mr. Huang Liqueur** - Vice Director, Guangxi Meteorological Administration

**Mr. Wang Dinging** - Director, Guangxi Administration Bureau of Reform Through Education

**Mr. He Yong** - Standing Director, Guangxi Institute of Auditors

**Ms. Chen Dehong** - Researcher, Finance Division of the Culture Department of Guangxi

**Ms. Chen Ju** - Division Chief, Finance Division of the Culture Department of Guangxi

**Mr. Zeng Zhaorong** - Discipline Supervisor, The People's Procuratorate of Guangxi

**Ms. Dang Wen** - Division Chief, Finance Division of Guangxi Economic Management Cadre College

**Mr. Ban Bizhong** - General Manager, Guangxi Rural Credit Union

**Mr. Yang Liangzhong** - Division Chief, Guangxi Local Railway Co., Ltd.

**Mr. Zhu Riyang** - Vice Division Chief, Guangxi Local Railway Co., Ltd.

**Mr. Kang Lipeng** - Vice Office Director, The Audit Department of Guangxi

**Ms. Pan Shuangli** - Director, Liuzhou Finance Supervision Administration Centre

**Ms. Feng Junlan** - Liuzhou Branch Manager, Guangxi People's Insurance Co., Ltd.

**Ms. Gum Dandan** - Interpreter, Guangxi Economy Foreign Exchange Centre



Photo of the Guangxi Delegation. Photo includes, Elan Shore with the LAEDC, Tony Livoti with the Monterey Bay International Trade Association, Bruce Ackerman of the Economic Alliance of the San Fernando Valley, and Roxy Piaskowski with the Economic Alliance.

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## Introducing the French Chamber of Commerce

The French American Chamber of Commerce of Greater Los Angeles is a membership-based organization, and part of a network of 114 sister chambers worldwide, dedicated to support and promote exchanges and development of trade and business relationships between France and the United States. The FACC acts as the business world's link to French and American governments, state agencies and trade organizations.

A mission of the French Chamber is to help promote business to its members. They sponsor social and business functions to provide local members with opportunities to network with different businesses and international associations, and to exchange ideas and information with business leaders, officials, and export and trade experts. Two business-mixers are held monthly (one is held in Los Angeles and one in Orange County) and a third one is planned to start in September in the Valley/Pasadena area (we are currently looking for volunteers for this activity).

The Chamber offers a variety of fee-based services, including market studies, Sourcing & Offshore Consulting, IT consulting and import/export advisory services (i.e. how to set up operations in France, Europe in general and USA).

The chamber receives a significant number of requests/business opportunities in a multitude of industries (Real Estates, Legal, Accounting, Marketing, Construction, Restaurant...etc) and dispatch a lot of them to its member-base.

For more information, you can contact its Managing Director Philippe Guionnet by e-mail at [coo@frenchchamberla.org](mailto:coo@frenchchamberla.org).

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## U.S. Commercial Service

Founded in 1980, the U.S. Commercial Service is an agency of the U.S. Department of Commerce, which assists U.S. companies, particularly small and medium-sized businesses with sales in international markets. Our network includes 107 U.S. Export Assistance Centers throughout the United States and more than 150 offices overseas in 87 countries. Visit the U.S. government's export portal at <http://www.export.gov>.

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## Buy USA E-Newsletter

The U.S. Department of Commerce Commercial Service has an excellent E-newsletter Asia Now eNews. Please refer to the following website to subscribe <http://www.buyusa.gov/asia/eneews.html>. Each month there is a detailed article on a featured country as well as reports on needs in various Asian countries for US products and services, and information about trade shows and events throughout the region.

## GlobalCalifornia.com

On-line resource directory of public and private sector global trade related organizations. GlobalCalifornia.com is currently a simple online directory for California's dynamic trade promotion and investment community based on industry sectors, such as, legal, trade finance, marketing, educational, logistics and other sectors in global trade. Eventually, the website will employ a sophisticated searching mechanism through a natural language query interface to identify qualified online sources of information and solutions in California, combined with the ability for the user to summon on-demand online support in real time or offline through the California Trade Partners network. VITA and MBITA are currently offering exclusive sponsorship opportunities for GlobalCalifornia.com. Please contact Tony Livoti at 831-335-4780 or by e-mail: [tlivoti@mbita.org](mailto:tlivoti@mbita.org) to get on the ground floor of California's premiere gateway to global trade.

## TradePort

### California's Gateway to Global Trade

TradePort is a cooperating partner of VITA and a repository of free information and resources for businesses that seek to conduct international trade to and from California. Created in 1996, TradePort is backed by an alliance of regional trade associations that assist California export and import businesses. Includes information on California Trade Statistics, TradePort Network, Export & Import Tutorials, Online Trade Services, Market Research, and a Trade Library. Go to [www.tradeport.org](http://www.tradeport.org).

## CalTrade Report

The CalTrade Report is the only dedicated source, online or in print, for international business news/information in and about the world's fifth largest economy, California. This edition is brought to you free-of-charge courtesy of Valley International Trade Association. Click [Here](#) for the most recent edition of the CalTrade Report with the latest news.

**Darcy Winters**

**VITA Newsletter**

**Editor**

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