



Informex USA 2008 China Buyers Delegation

Organizers:

American Consulate General
U.S. Commercial Service

eChinaChem, Inc.

Supporters:

CMP Information
Maryland Center
SOCMA
C&EN

1. Informex USA 2008 China Buyers Delegation Introduction

Chinese chemical and biotech & pharmaceuticals corporations are always expecting breakthroughs in Sino-US trading and cooperation because the United States is the top trading country of world chemicals. Conflicts and barriers, however, make the cooperation stumbles and bogs down.

- How to buy the products from your target corporation in the US directly?
- How to visit more US mainstream chemical and biotech & pharmaceuticals corporations within the shortest time possible?
- How to come close to US chemical and biotech & pharmaceuticals corporations?
- Ever imagine learning latest FDA policies against China and unveiling FDA mystery in person?
- Ever imagine showcasing your company in front of a crowd of US mainstream chemical and biotech & pharmaceuticals corporations?

As Sino-US trading ties, eChinaChem organize the “InformexUSA China Buyers Delegation” in partnership with Foreign Commercial Service Office of Consulate General of the United States, Shanghai, with the support of CMPi and the State Government of Maryland.

See what **eChinaChem** have planned for you:

- visit **+500** chemical and biotech & pharmaceuticals corporations in **4** days
- visit in **4** days **8** world famous US chemical and biotech & pharmaceuticals corporations
- listen to **FDA** specialists responsible for China affairs
- participate **Roundtable networking** arranged by US government for Chinese and American Chemical and biotech & pharmaceuticals corporations
- showcase Chinese corporations to the world at “**China Day**” conference
- attend **business banquets** with Colin Powell, the ex-Secretary of State of the US invited

Wonderful and unique “ice-breaking” trip to the US chemical industry will certainly make the delegation the best of its kind and the most rewarding one for all delegates.

2. Informex USA 2008 Exhibition Introduction

InformexUSA is the world's most sophisticated meeting point for buyers and sellers of higher value chemistry. It has been successfully held for successive 23 years. InformexUSA 2008 will be held at Morial Convention Center, New Orleans, USA on 29th Jan - 1st Feb. 2008. It will attract more than 500 exhibitors and 4,000 professional visitors (\$ 400 / visitor) .

Product & Visitors Distribution:

◆ adhesives	26%
◆ agrochemicals	28%
◆ biopharma	34%
◆ biotechnology	21%
◆ cosmetics	23%
◆ electronic chemicals	26%
◆ food additives	21%
◆ coatings & dyestuffs	27%
◆ medical chemicals	70%
◆ custom & specialty chemicals	32%



Job title of visitors:

◆ purchasing	40%
◆ R&D	20%
◆ administrator	15%
◆ sales & marketing	15%
◆ operator	5%
◆ engineers & other	5%



Famous exhibitors (list only a few)

◆ ALBEMARLE CORPORATION
◆ BASF CORPORATION
◆ BAYER MATERIAL SCIENCE
◆ BOEHRINGER INGELHEIM CHEMICALS, INC.
◆ EVONIK DEGUSSA CORPORATION
◆ DOWPHARMA
◆ DSM PHARMA CHEMICALS USA, INC.
◆ DUPONT
◆ LONZA INC.
◆ RHODIA CORPORATION
◆ SAFC
◆ SIEGFRIED USA
◆ WHYTE CHEMICALS LTD.

Booth Number

809
2245
800
525
819
801
1421
2353
1219
1301
1939
533
2045

Informex USA 2008 China Buyers Delegation Schedule

Day 1: 21st Jan. Monday | Shanghai – New York

UA836 MO21JAN PVGLGA 1705 2115

Departs from Shanghai and arrives at NY in the evening at local time and check-in at hotel

Day 2: 22nd Jan. Tuesday | NJ / New York



Activities:

Option A: It is up to the corporations to arrange business activities

Option B: If no business activities, we will arrange sightseeing in New York.

Day 3: 23rd Jan. Wednesday | NY – New jersey

Morning: Honeywell Global Headquarters (Honeywell Specialty Materials)

Honeywell

Introduction:

Honeywell, a \$24 billion MNC, is a diversified technology and manufacturing world-leader. Honeywell Specialty Materials, a strategic business group, is a world-leader in high performance specialty chemicals and materials, and cutting edge technology development.

Activities:

- 08:00 - 08:30 Breakfast
- 08:30 - 08:45 Welcome remarks by Nance Dicciani, president and CEO of Honeywell Specialty Materials
- 08:45 - 09:15 Honeywell overview by Mike Bennett, vice president, Communications, Honeywell Specialty Materials
- 09:15 - 09:45 Specialty Materials overview by Mike Modak, vice president, Strategy and Business Development, Honeywell Specialty Materials
- 09:45 - 10:15 Specialty Materials Asia overview and technology footprint by Av Kerkar, Technology Group, Honeywell Specialty Materials
- 10:15 - 10:45 Q&A moderated by Mike Bennett; followed by conclusion

<http://www.honeywell.com/sites/chinacn/index.jsp>

Add: 101 Columbia Road Morristown, NJ 07962

Afternoon: Export. Gov (Directly under the U.S. Department of Commerce)

Introduction:

Export. Gov assists American businesses in planning their international sales strategies

Activities:

Roundtable conference

- 14:00 - 14:20 Introduction of overall development of chemical companies within the state (by chemical specialist from the state government)
- 14:20 - 14:50 Cooperation between Chinese and American corporations – by representatives of American chemical corporations
- 14:50 - 15:40 Chemical entrepreneurs roundtable forum – cooperation between China and the US chemical industry
- 15:40 - 16:00 Networking

<http://www.export.gov>

Add: 33 Whitehall St. New York, NY 10004

Day 4: 24th Jan. Thursday | NJ – Delaware – Maryland

Morning: Johnson & Johnson



Introduction:

Johnson & Johnson is a \$50 billion world leader in health care products, pharmaceuticals and medical treatment equipment as well as diagnostic products.

Activities:

- 09:30 - 10:00 Welcome at DuPont Hotel
- 10:00 - 11:00 Welcome Speech J&J - Hans Melotte WW Chief Procurement Officer
Medicine & Nutritionals, Mike Kindergan WW Bus Dev Narcotics
Franchise
- 11:00 - 12:30 Plant Tour
- 12:30 - 13:30 Lunch and Q&A - DuPont Hotel
- 13:30 - 14:00 Depart to Hercules (5mins from DuPont)

<http://www.jnj.com.cn>

Add: Wilmington, Delaware

Afternoon: Hercules



Introduction:

Hercules is the American top 50 chemical corporation. It produces and markets specialty chemicals used in making a variety of products for home, office, and industrial markets.

Activities:

- 14:30 - 15:00 Welcome and Hercules Overview by John Panichella - Bldg. 8134 MRC
- 15:00 - 15:30 Research Center orientation by Steve Prescott
- 15:30 - 16:00 Additional business overview - appropriate regulated industries managers
- 16:00 - 17:00 Possible overview of Procurement process/opportunities

<http://www.herc.com>

Add: 1313 N Market St. Wilmington, DE 19801

Day 5: 25th Jan. Friday | Maryland**Morning: U.S. Food and Drug Administration****Introduction:**

The FDA is responsible for protecting the public health by assuring the safety, efficacy, and security of human and veterinary drugs, food supply, etc. It also drafts laws and regulations.

Activities:

09:30 - 12:00

- Speech by FDA China affairs specialist: latest FDA registration proceedings and regulations (to be confirmed)
- Dialogue – FDA China affairs specialist

<http://www.fda.gov>**Add: 5600 Fishers Lane Rockville, MD 20852****Afternoon: United States Pharmacopoeia****Introduction:**

The USP is the official public standards-setting authority for all prescription and over-the-counter medicines, dietary supplements, and other healthcare products manufactured and sold in the United States. USP sets standards for the quality of these products and works with healthcare providers to help them reach the standards. USP's standards are also recognized and used in more than 130 countries. These standards have been helping to ensure good pharmaceutical care for people throughout the world for more than 185 years.

Activities:

13:30 - 15:30

- To be confirmed

<http://www.usp.org>**Add: 5645 Fishers Lane, Rockville, MD 20852****BioPark of Maryland**

Visit the **BioPark of Maryland** Founded in 1807, the University of Maryland, Baltimore is a thriving biomedical research institution in downtown Baltimore with professional schools of medicine, dentistry, nursing, pharmacy, public health, law, social work and a multi-disciplinary graduate school. Nearly 1,200 faculties have conducted \$1 billion in research in the last three years in areas including cancer, biodefense, vaccines, neuroscience, vascular biology, and HIV/AIDS.

Activities:

15:30—17:00

- To be confirmed

<http://www.umbbiopark.com>

**Add: 217 East Redwood Street; 12th Floor Baltimore, MD 21202
(2105 Potomac Building 092 College Park, MD 20742)**

Day 6: 26th Jan. Saturday | Maryland**Morning: W. R. Grace****Introduction:**

Grace is a specialty chemical world leader. It manufactures catalysts, chemical additives, engineered materials, chromatography columns and silica-based products, and produces specialty construction chemicals, building materials, sealants and coatings.

Activities:

- 10:00 - 10:30 Welcome speech by W. R. Grace
10:30 - 11:30 Grace Headquarters and R&D laboratory tour
11:30 - 12:00 Networking: Grace & Chinese corporations

<http://www.grace-china.com.cn>

Add: 7500 Grace Dr. Columbia, MD 21044

Afternoon: Emergent BioSolutions

Emergent BioSolutions is a biopharmaceutical company focused on the development, manufacture and commercialization of immunobiotics, which are a subset of products that are known as biologics. Immunobiotics are biologics that induce or assist the body's immune system to prevent or treat disease, consisting of vaccines and certain therapeutic products, including immune globulins. We operate in two business segments: biodefense and commercial.

<http://www.emergentbiosolutions.com/>

Address: 2273 Research Blvd., Suite 400 Rockville, MD 20850

Day 7: 27th Jan. Sunday | Maryland**Morning: Washington D.C. tour**

As capital of the U.S. and with a history of over 200 years, the Washington D.C. is blessed with unparalleled glamour. The concentration of scenic sites is just breath-taking, while many of which are not-to-be-seen-elsewhere. Surrounded by numerous shopping malls nearby, you will soon forget where you are.

**Afternoon: Tour of Bright Pearl of Maryland – Inner Harbor, Baltimore**

Baltimore is certainly an exciting city to visit. Located at the center of the city, the world-renowned “Inner Harbor” is a place where you can find all the fun and prosperity of the city.

Day 8: 28th Jan. Monday | Washington D.C. – New Orleans
UA483 MO28JAN IADMSY 1645 1832

Departs from Washington at noon and arrive at New Orleans.
Take a rest at hotel and enjoy your free time.

Informex USA 2008 Exhibition Schedule**Day 9: 29th Jan. Tuesday | New Orleans**
China Day Conference

Organizer: eChinaChem, Inc., CMPi
Hotel: Hilton New Orleans Riverside
Add: Two Poydras Street, New Orleans, Louisiana, United States 70140

08:00 - 09:00 Breakfast
09:00 - 12:00 Cooperation between Sino-US chemical industries
(A number of speakers will be invited)
12:00 - 13:30 Luncheon
13:30 - 17:00 Case study –China & American chemical corporations
18:00 - 19:30 Welcome reception

***Detailed conference agenda to be released**

Day 10: 30th Jan. Wednesday | New Orleans
Informex USA Exhibition

Morial Convention Center
<http://www.mccno.com>
Add: 900 Convention Center Blvd, New Orleans, LA 70130

***eChinaChem and Informex USA organizer will assist you in locating your target exhibitors.**

Exhibition Day 1:

07:30 - 10:00 Breakfast
09:00 - 11:30 Exhibition

11:30 - 14:00	Luncheon
14:00 - 17:00	Exhibition

Day 11: 31st Jan. Thursday | New Orleans**Exhibition Day 2:**

07:30 - 10:00	Breakfast
09:00 - 11:30	Exhibition
11:30 - 14:00	Luncheon
14:00 - 17:00	Exhibition
17:00 - 18:30	C&EN cocktail party

Day 12: 1st Feb. Friday | New Orleans / Los Angeles**Exhibition Day 3:****UA1623 FR01FEB MSYLAX 1725 1944**

07:30 - 10:00	Breakfast
09:00 - 12:00	Exhibition

In the evening, the end of the trip, fly to LA connecting—flight.

Day 13: 2nd Feb. Saturday**UA857 SA02FEB LAXPVG 1000 1745+1**

After breakfast, we will fly to Shanghai.