

## Inside this Issue

Guest Contributions	1
U.S Government Highlights	3
News & Analysis	6
Export Success Highlight	7
Upcoming Events	8
Contact Information	10

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## GUEST CONTRIBUTIONS AND COLUMNS

### China Greentech Initiative Releases 2011 Report



*The China Greentech Report 2011* is the companion piece to *The China Greentech Report 2009*, which was released at the World Economic Forum in 2009, and quickly became the primer on the industry. *The China Greentech Report 2011* offers deep insight into specific China

greentech opportunities, and is well positioned to be an invaluable resource to companies, government officials and others interested in identifying and acting on trends in the China greentech industry.

The growth of China's greentech market is astonishing. China is now the leader in a number of greentech indicators. *The China Greentech Report 2011* identified five themes that will play a role in the development of China's greentech market in the coming year.

1. **The growth in China's greentech markets is huge:** The stunning growth in China's greentech markets has continued, outpacing even the ongoing rapid 8-10% growth in China's economy over the past few years
2. **Urgent water, energy security and pollution problems compel further action:** Regarding water, droughts, climate change, and human-induced shortages threaten China's gains in food security. Various Chinese and international organizations estimate environmental problems reduce GDP 3-4% annually.
3. **Urbanization continues, offering an opportunity for more sustainable growth:** China's dramatic urbanization presents unprecedented challenges, while also offering chances to address problems through policies on eco-cities and efficiency.
4. **China is an international energy player:** China is becoming a major player on the world stage, and energy is a big part of this trend. China's resource scarcity problems are now the world's problems.
5. **China is poised to capture markets:** With favorable policy support, China's oil, solar, high-speed rail, and electric vehicle industries are

### **CS China Energy and Environment Update**

is an electronic publication produced by the U.S. Commercial Service in China. The *Update* provides U.S. companies with information and analysis on China's energy and environmental technology market, project alerts, highlights from the U.S. Mission in China and U.S. Department of Commerce, U.S. Government activities in the cleantech sector, and a listing of upcoming events and activities.

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poised to expand abroad.

As China's greentech market has grown it has become more complex.. The five major themes we have noted above, along with our insights for each sector, underlines one observation: growth does not always translate directly to opportunity for the private sector or foreign participants. Some of the greatest opportunities are often some of the more surprising ones, often representing niches ignored by the big headlines.



*The US Commercial Service is a Supporting Organization of The China Greentech Initiative. The China Greentech Report 2011 was released on April 21, 2011 at The Annual Summit for Green Companies in Qingdao.*

*For more information about CGTI and to download The China Greentech Report 2011, please visit [www.china-greentech.com](http://www.china-greentech.com).*

## U.S. GOVERNMENT HIGHLIGHTS

### CS Beijing Organizes U.S. Pavilion at CIPPE 2011

The 11<sup>th</sup> CIPPE, China International Petroleum & Petrochemical Equipment and Technology Exhibition, opened on March 22-24, 2011. Being the largest trade event in the petroleum industry, the show has attracted more than 1,200 exhibitors, as well as 40,000 professional visitors from 45 countries and regions. The USA Pavilion, organized by the U.S. Commercial Service, is the largest international pavilion with more than 35 U.S. firms.

The U.S. Pavilion exhibitors displayed their cutting-edge technologies, products and services at the show, ranging from industry software, test and certification services, instruments, security devices, pumps & valves, filters, clutches & brakes, oil spill recovery equipment, power solution, data transmission, fluid handling systems, toxic gas and fire detection devices, compressors, equipment rental services, marine cranes, power solution, to research and consulting services.

The Beijing based CS China energy team members, CO Bryan Larson, SCS Jianhong Wang, CA Sherry Cai, and CA Jason Xu, and Pam Plagens, a member of the Commercial Service's

global energy team and trade specialist from Houston USEAC, counseled U.S. Pavilion exhibitors throughout the 3-day show. CS China produced a U.S. Pavilion Directory and distributed several hundred copies to interested Chinese professional visitors during the showtime. In addition, CS China energy team members directed hundreds and hundreds of visitors to U.S. exhibitors.

CS China energy team will continue supporting the efforts of U.S. petroleum and petrochemical equipment and service firms in China. U.S. firms interested in joining the USA pavilion at CIPPE 2012, please contact Mr. Michael Jianhong Wang of the CS Beijing. Below is his contact information:

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[www.buyusa.gov/china/en](http://www.buyusa.gov/china/en)

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## **S&ED ENERGY AND ENVIRONMENT HIGHLIGHT**

### **U.S.-China Strategic and Economic Dialogue 2011**

1. Held a fruitful meeting of the Climate Change Policy Dialogue and decided to work constructively together to ensure the comprehensive, effective and sustained implementation of the U.N. Framework Convention on Climate Change
2. Held the 7<sup>th</sup> meeting of the Ten Year Framework (TYF) Joint Working Group on April 19-20. The United States and China decided to promote implementation of the TYF and adapt it to new circumstances, and discussed green development. Their goals include continuing the work of the task forces on clean water, clean air, clean and efficient electricity, clean and efficient transportation, nature reserves and wetland protection, and energy efficiency.
3. Held the 2<sup>nd</sup> U.S.-China Energy Efficiency Forum prior to the 3<sup>rd</sup> round of the S&ED. Announced that the Energy Policy Dialogue, the Oil and Gas Industry Forum, the Renewable Energy Industry Forum, and the Advanced Bio-fuels Forum would be held on mutually agreed-upon dates. Decided to continue in-depth discussions on cooperation.
4. Welcomed the progress made in implementing the U.S.-China Memorandum of Understanding on the Use of Aviation Biofuels in China under the U.S.-China Energy Cooperation Program. The two sides decided to continue exploring possibilities for cooperation, subject to availability of funding.
5. Decided to jointly hold a launching ceremony at an appropriate time for the project of strategic research, validation and utilization of Chinese sustainable aviation biofuels.
6. Strengthened joint research between the National Oceanic and Atmospheric Administration (NOAA) and China Meteorological Administration (CMA) within the framework of the U.S.-China Science and Technology Agreement to develop accurate and reliable capabilities for observing and understanding the behavior of greenhouse gases in the atmosphere.
7. Pledged to collaborate in assisting regional fisheries management organizations and other international organizations, in which the United States and China are both parties, to meet their mandates to reduce illegal, unreported, and unregulated (IUU) fishing and oppor-

## S&ED ENERGY AND ENVIRONMENT HIGHLIGHT

8. Held consultations and discussed a possible joint action plan to implement the recently signed protocol agreement for cooperation in energy sciences between the U.S. Department of Energy and the Chinese Academy of Sciences.

### **Cooperation on Climate Change, Energy and Environment**

1. Reiterated continued cooperation between the Environmental Protection Agency and the National Development and Reform Commission and to enhance capacity building in greenhouse gas inventory in accordance with the Memorandum of Cooperation to Build Capacity to Address Climate Change.

2. Welcomed the progress made in implementing the U.S.-China Memorandum of Understanding to Enhance Cooperation on Climate Change, Energy and Environment.

3. Are further promoting U.S.-China cooperation on electric power. Both sides look forward to the results of two ongoing studies funded by the U.S. Trade and Development Agency with the State Grid Corporation of China on smart grid technologies.

4. Decided to share information about regulatory experiences and practices of the Federal Energy Regulatory Commission and the National Energy Administration related to energy issues in both the United States and China.

5. Decided to enhance cooperation and analysis of the planning and deployment of large-scale wind projects research, and connecting wind projects to the electric transmission grid.

6. Welcomed the positive progress made in im-

plementing the Memorandum of Cooperation between the State Department and the National Energy Administration on Shale Gas Resources and decided to continue in-depth discussions on cooperation.

7. Reaffirmed commitment to ensure energy security based on the principle of mutually beneficial cooperation. Both countries reiterated their shared goal of stabilizing international energy markets, ensuring diversified energy supply, and promoting rational and efficient use of energy. Both countries share a common understanding that using market mechanisms to meet future energy needs is still the primary and best choice for the United States and China.

8. Expressed their support for the Solar Decathlon organized by Peking University.

For complete meeting outcome, please click [here](#)

## CS Beijing ECP Outreach to Shandong Province

From April 20 to 21, 2011, CS Beijing organized a group of nine U.S. companies on a visit to Jinan, Shandong Province. The purpose of the trip was to introduce provincial officials to the U.S.-China Energy Cooperation Program (ECP) and several of the individual company members. The Economic Section at the Embassy also participated in the visit. The U.S. Embassy and private-sector delegation met with the Shandong Vice Governor, Shandong Environmental Protection Bureau, Shandong Development Committee, Shandong Energy Saving Office and Jinan Public Utility Bureau. Following this highly successful introduction of ECP, the Shandong government suggested hosting a return trade mission of clean energy companies in November 2011.

Participating ECP member companies included: Chartis Insurance, Cummins, Dow Chemical, First Solar, GE Energy, Honeywell, LP

Amina, Solatube, and UPC Renewables, seen below with the Shandong Vice Governor.



## NEWS AND ANALYSIS

### “International City of the Future” in Langfang, Hebei



SunWorth Development Group, a joint venture between Bestsun (Baichuan) Energy Group of China and Salt Lake City-based Southworth International, unveiled the master plan of a 30 square kilometer, technologically advanced eco/green city located in Langfang, China, 25 miles southeast of Beijing. The master plan was presented at the 2<sup>nd</sup> Annual APEC Meeting sponsored by the China APEC Development Council. This new city development will become a gateway city for Beijing and international visitors attending the world’s largest exhibition center and the nearby destination theme park and cultural center.

USDOE and USFCS have been counseling the U.S. investor and attended and spoke at the day long conference in support of their goals of holding the city to the highest environmental standards.

## EXPORT SUCCESS HIGHLIGHT: SOLATUBE INTERNATIONAL

Solatube International Inc. is a leading company in the manufacture of tubular daylighting devices (TDD) for energy efficiency in green building solutions. The revolutionary TDD device can minimize the need for traditional lighting and greatly lower electrical usage. The technology's capacity to greatly increase energy efficiency has received overwhelming market success in the U.S. Starting from 2008, the Commercial Service Beijing began supporting this company in the China market, through extensive and regular counseling.

Since December of 2008, Solatube has participated in a number of Commercial Service programs, including a greenbuilding products webinar, two greenbuilding trade shows in Beijing, and a Single Company Promotion. Solatube elected to not only join the U.S.-China Energy Cooperation Program (ECP), but to play a very active role, especially in the ECP's Energy Efficient Building Design Working Group. Through this vehicle, Solatube has been able to take advantage of additional programs, such as a Greenbuilding Standards Seminar in March 2010, a Mayor's Training Center orientation visit in September 2010, a Greenbuilding Standards orientation visit in November 2010, all of which were supported not only by the Commercial Service, but also by the U.S. Trade and Development Agency and the Department of Energy. In addition, Solatube participated in an April 2011 outreach visit to Shandong Province organized and led by the Commercial Service in Beijing.

In August 2010, Catherine Zhou of Solatube reported sales of \$1,195,565 on 43 projects, which she attributed directly to Commercial Service assistance and her participation in the above programs. In addition, she has done extensive fol-

low up with the 20 mayors that attended the orientation visit. Five Chinese mayors and provincial government officials have responded to Solatube with large construction projects and clear possibilities for sales in Henan, Shandong, Heilongjiang, Jiangsu provinces and Chongqing City. Catherine says of the U.S. government support she has received, "A small American company could never get the kind of access and credibility that we have received without the help of the U.S. government. The Commercial Service, DOE, and USTDA have all made it possible to get face to face meetings with government leaders who influence purchasing decisions as well as with buyers themselves. In China especially, that credibility can make the difference between winning and losing a sale."



## China's EV Infrastructure—If you build it they will buy

*By Chantal Grinderslev, Analyst from Interfax*

Jinan city's deployment of 200 electric taxis is part of the Revitalization and Readjustment Pro-gram for the Automotive Industry – a 25-city pilot promotion of electric vehicles (EVs) initiated by the central government in March 2009. Like many participating cities, Jinan's promotion of clean energy starts with public sector demand. A shift to private sector demand is necessary to sustain the EV market, but neither local nor national interests are doing enough to push private demand.

National policy focuses on consolidating the market and creating a guaranteed demand market for EVs in the public sector. To facilitate consolidation, officials have identified four national and four regional champions for government support in mergers and acquisitions to reduce the number of EV manufacturers (well over 100) and pool innovation resources. Research and development of advanced EV technology remains a large obstacle to the pace of China's EV development, with key components like EV battery separators for lithium batteries still entirely imported from companies overseas.

Additionally, the government is creating public sector demand through government pur-

chases of fleets of EV buses, as well as postal and sanitation vehicles. The central government aims to de-ploy 60,000 energy saving vehicles in China by 2012.

Meanwhile, local policies remain driven by a desire to see economic returns in local area. Local incentives focus on attracting EV investment as a medium-long term strategy to stimulate productivity and employment. Policies in tier one cities seek to allay consumer concerns over cost and convenience through individual purchase subsidies and local infrastructure development. Subsidies for consumer purchases range from RMB 3,000 (\$462) for oil-electric hybrid purchases to RMB 50,000 (\$7, 696) for plug-in hybrids and RMB 60,000 (\$9,235) for pure electric cars. Tier two cities, on the other hand, have sought to establish themselves as centers of production or R&D hubs for clean transport technology development.

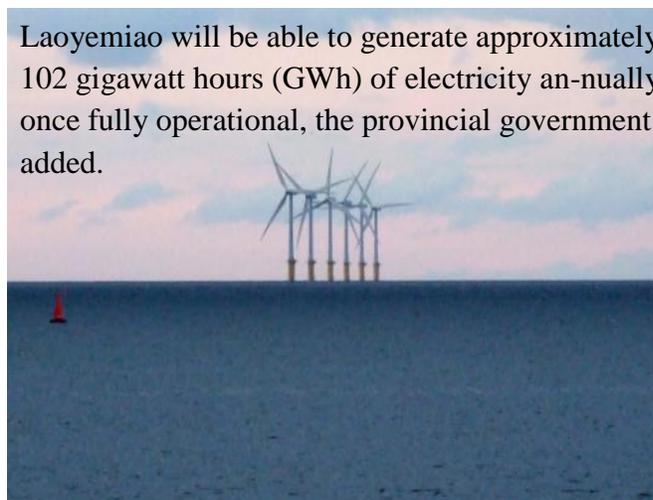
## Jiangxi's Largest Wind Farm to go On-line by End of May

*From Interfax Newsletter*

The Laoyemiao Wind Power Farm, the largest wind farm eastern China's Jiangxi Province, will go on-line by the end of the month, the Jiangxi provincial government announced May 4. Construction on the 49.5 megawatt (MW) wind farm began in September 2010. Located in Duchang County, the wind farm contains thirty-three 1.5 MW wind turbines.

China Power Investment Corporation, one of the country's largest power producers, spent RMB 500 million (\$76.80 million) building the wind farm, which they will also operate upon.

Laoyemiao will be able to generate approximately 102 gigawatt hours (GWh) of electricity annually once fully operational, the provincial government added.



## UPCOMING EVENTS

### **Electric Power 2011 May 10-12, Rosemont, IL**

Web: [www.electricpowerexpo.com](http://www.electricpowerexpo.com)

Contact: [Yue.Cao@trade.gov](mailto:Yue.Cao@trade.gov)

This conference and exhibition covers maintenance and operations of coal, gas, nuclear and renewable power plants. It also offers an interactive roundtable with top executives to share ideas, experiences and management trends.

### **WINDPOWER 2011 May 22-25, Anaheim, CA**

Web: [www.windpowerexpo.com](http://www.windpowerexpo.com)

Contact: [Hongying.Cai@trade.gov](mailto:Hongying.Cai@trade.gov)

The U.S. Commercial Service is recruiting Chinese buyers. WINDPOWER 2011 is the world's largest wind energy development forum. Wind energy companies from all sectors are represented including wind generators, blades, towers and component manufacturers, as well as service providers including developers, operators, engineering firms, contractors, financial and legal services and training firms.

### **CIEPEC 2011–Beijing June 7-10, Beijing, China**

The exposition, with a 23-year track record, is one of the most established events of its kind in Asia, showcasing an extensive array of environmental protection products, equipment, and services. CIEPEC 2011 will be held

at the China International Exhibition Center in Beijing from June 7-10, 2011. This year more than 30 U.S. companies will attend, thanks to recruitment from CS partners in California and Colorado.

### **Offshore Wind China 2011 June 15 – 17, Shanghai**

Web: [www.offshorewindchina.com](http://www.offshorewindchina.com)

Contact: [scott.yao@trade.gov](mailto:scott.yao@trade.gov)

With China's first round of offshore wind tender projects launched in April 2010, OFFSHORE WIND CHINA 2011 will move to the new venue, Shanghai New International Expo Center and newly built Shangri-La's Kerry Hotel Pudong. The event will be raised to a new level, with an exhibition two times larger than last year's and a larger international conference.

### **China Municipal Solid Waste Forum 2011**

#### **July 21-22, Shanghai**

Web: [www.mswforum.com.cn/](http://www.mswforum.com.cn/)

Contact: [fox@being-consulting.com](mailto:fox@being-consulting.com)

The forum is a high profile gathering which will provide knowledge into China municipal solid waste industry policies and marketing prospect, China MSW management patterns and operational mechanisms and more. The China Municipal Solid Waste

Forum will be the perfect opportunity to network with more than 100 Global Industry Fraternities and top government officials to facilitate smooth entrance into the Chinese waste disposal market.

### **EP Shanghai 2011 September 19 – 21, Shanghai**

Web: <http://www.2456.com/ep>

Contact: [scott.yao@trade.gov](mailto:scott.yao@trade.gov)

The U.S. Commercial Service in Shanghai is pleased to invite American firms to participate in the USA Pavilion at EP Shanghai 2011/Electrical Shanghai 2011 to promote American products, equipment, technologies and power generation, transmission, distribution services to China's emerging electric power market. EP Shanghai 2011/ Electrical Shanghai 2011, organized and supported by the China Electricity Council and State Grid Corp. of China, will take place at the Shanghai International Exhibition Center (INTEX). It is the only power exhibition that enjoys support from the major power corporations and grid companies in China. EP Shanghai/Electrical Shanghai 2011 is an excellent vehicle for U.S. firms interested in exporting to China.

### **RETECH 2011 Sept. 20-22, Washington D.C.**

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Web: [www.retech2011.com](http://www.retech2011.com)

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The U.S. Commercial Service is recruiting Chinese buyers. RETECH's Business Conference is well-known for delivering educational content from more than 250 industry-leading speakers, covering all of the industry's key technologies: wind, solar, hydro, ocean, geothermal, biomass, bio-fuels, waste energy and cross-cutting sections on markets, industry, finance and policy.

**1st Low Carbon Earth Summit (LCES-2011)**

**October 19- 26, Dalian**

Web: [www.lcesummit.com/](http://www.lcesummit.com/)

Contact: [kelly@bitlifesciences.com](mailto:kelly@bitlifesciences.com)

The global low carbon economy wave has attracted attention from almost all walks of life. Particularly after the UNFCCC Copenhagen Conference 2009 (COP-15), those involved are not just limited to the people involved in policy on economic levels, but include almost every community from politics to technology and the general public. Currently, "low carbon" has become one of the most common phrases in daily life. It will be held in Dalian, China at the World Exposition Center.

**China International Technology Exchange and Equipment Exhibition on Coal and Mining, Oct. 28-31, Beijing**

Web: [www.chinamineexpo.com](http://www.chinamineexpo.com)

Contact: [Jian-](mailto:Jian-)

[hong.Wang@trade.gov](mailto:hong.Wang@trade.gov)

The Commercial Service invites companies to join the USA Pavilion at the 14th bi-annual Coal and Mining Expo. This event is now the largest and best established coal expo in China. The show attracts domestic and international equipment companies in coal and mining, transportation, washing, and safety.

**POWERGEN International Dec. 13-15, 2011 Las Vegas**

Web: [www.power-gen.com](http://www.power-gen.com)

Contact: [Yue.Cao@trade.gov](mailto:Yue.Cao@trade.gov)

The U.S. Commercial Service is recruiting Chinese buyers. This Conference and trade show provides comprehensive coverage of trends, technologies and issues facing the generation sector. PGI features a multi-track conference program plus curriculum of pre-conference courses and the world's largest power exhibition showcasing thousands of products, technologies and services.

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