



BILI INTERNATIONAL TRADING CO., LTD. (CHINA)

青岛必利贸易有限公司（中国）

Manufacturing • Import/Export • Investment Consulting



Bridging the Pacific Ocean

Bridging the Pacific Ocean

Bili International Trading Co., Ltd. (China)

© **Qingdao Bili International Trading Co., Ltd. (China)**
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Letter from the General Manager



Welcome to Bili International and thank you for your interest in our services. As our motto says, it is Bili's goal to "**Bridge the Pacific Ocean**" and to help solve many of the problems associated with manufacturing and investing in China. Perrin Beatty of the Canadian Manufacturing & Export Association says, "*If you want to be here tomorrow, you better have a China strategy today.*" What is your China strategy? More importantly, who is guiding you through the challenges of doing business in China?

Bili has assembled a team of experienced professionals, people who understand the challenges that foreign companies face in implementing their "China Strategy." I am personally aware of these challenges as I, myself, have personally set up two companies here in China. Bili has assisted many to successfully invest capital, build factories, manufacture products, and sell products to the Chinese market. Bili has a large database of premier suppliers and is well-connected with related government officials. We pride ourselves on providing reliable and professional service to help you reach your China goals.

We would be happy to help you learn more about your options in investing, manufacturing, or selling your products in China. Browse our website for a more detailed introduction of our services and the investment climate of Qingdao and Shandong Province. Feel free to contact us at any of the numbers or the email address listed on our "Contact Page" below. We are here to serve you.

Sincerely,

Daniel A. Janssen
General Manager

Bili International Trading Co., Ltd.
Qingdao, China
bilidaniel2010@qingdaobili.com

"If you want to be here tomorrow, you better have a China strategy today."

**Canadian Manufacturing and
Export Association
President & CEO, Perrin Beatty**

Our Team



Daniel A. Janssen
General Manager



Lucy Hu
Operations Manager



Betty Chen
Senior Accountant



Sarah Chen
Office Manager

"Our mission is to provide our clients with individualized quality service and detailed attention in meeting their needs."

Members of our support team

Accounting

Qingdao Haiyuan Certified Public Accountants

Tax Advisors

Guo Shin Tax Specialists

Legal Advisors

Ya & Tai Law Firm – Qingdao Office

Dozens of top quality reliable suppliers

Manufacturing in China



Doing business in China has become an essential part of many manufacturers' long-term business strategy. In today's business environment, keeping costs low without losing quality has never been as important for staying in business.

Despite China offering many benefits to manufacturers, it is still a complex country in which to do business. It is a country with a unique culture and language, and business practices. These can be major barriers for North American companies wishing to do business in China.

Many small to medium-size (SME) manufacturers wishing to take advantage of China's manufacturing capabilities find it difficult to do so without on-site expertise in China. That's where we come in. Our team of professionals can help you achieve your China strategy without making many of the costly mistakes other companies make when venturing into China on their own. Let us use our network of relationships with manufacturers, suppliers, bankers, and accounting and law firms to assist you in achieving your specific goals in China.

We provide a variety of manufacturing services which are essential to doing business in China. These services include sourcing your product to the appropriate manufacturer, facilitating the production and distribution of your product, feasibility studies for the setup of a factory in China, negotiations with government officials, and using our relationships with law firms and accounting firms to meet legal and compliance requirements.

Our mission is to:

- **Cost** – Reduce your product costs.
- **Time** – Provide timely delivery of your product.
- **Quality** – Produce your product at the quality you specify.

Every day, North American firms are accessing the potential that China has to offer. Without the proper guidance, your China experience may be less than favorable. Let us be your strategic partner in China. Let us help you get things done right the first time and help make your goals a reality.

Sincerely,

Richard LaPointe
Project Manager

Bili International Trading Co., Ltd.
Qingdao, China

"The lowest price is rarely the best price. We find our clients the BEST price!"

Products that Succeed

Which products are suitable for manufacturing in China?

When deciding to outsource your product to China, it is important to know if you can realize actual savings. The following criteria will help in assessing its feasibility.

Our criteria:

- 1. Quantity:** Generally, outsourcing only makes sense when the order size is at least one shipping container or a minimum of USD \$3,000. Anything less makes logistics fees prohibitive.
- 2. Labor:** China's major competitive advantage is labor costs. The more labor-intensive a project is in manufacturing, assembling and packaging your product, the more can be saved. This is where the highest percentage of cost reduction occurs.
- 3. Electronics:** 70% of the world's electronics are now made in Asia. The use of locally made components of equivalent quality will achieve considerable savings.
- 4. Tooling:** A significant amount of money can be saved on tooling costs through amortization over the life span of the project. The higher the quantities, the greater the return.

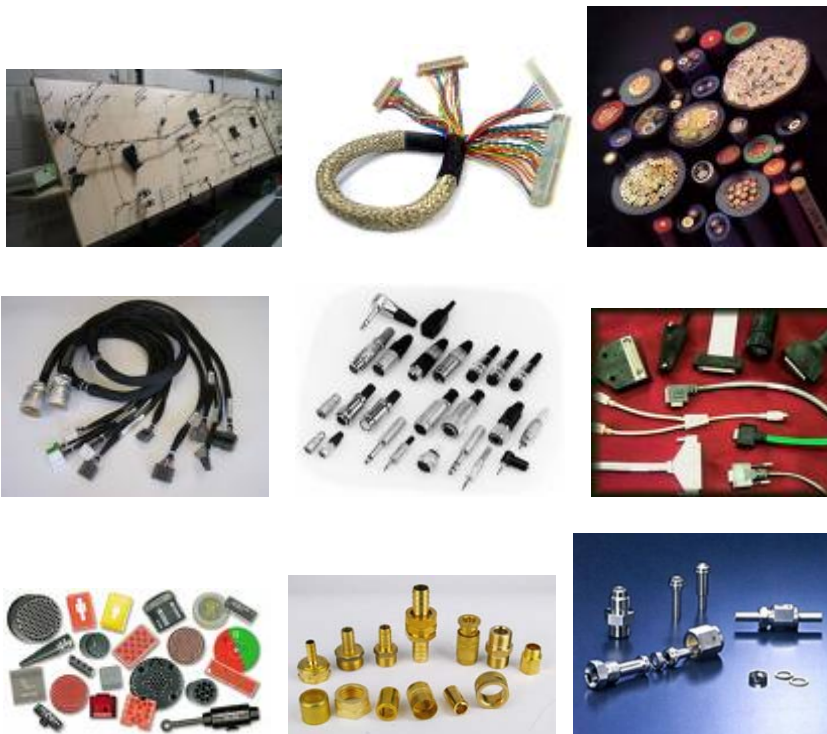


Supplier Catalogue

Bili International Trading Co., Ltd. has very competitive prices due to long-term relationships with Chinese suppliers for a multitude of products. Below are some of the products and industries that we have established. All of our suppliers have been fully audited and approved to meet the most stringent quality standards (ISO, Military, and Medical).

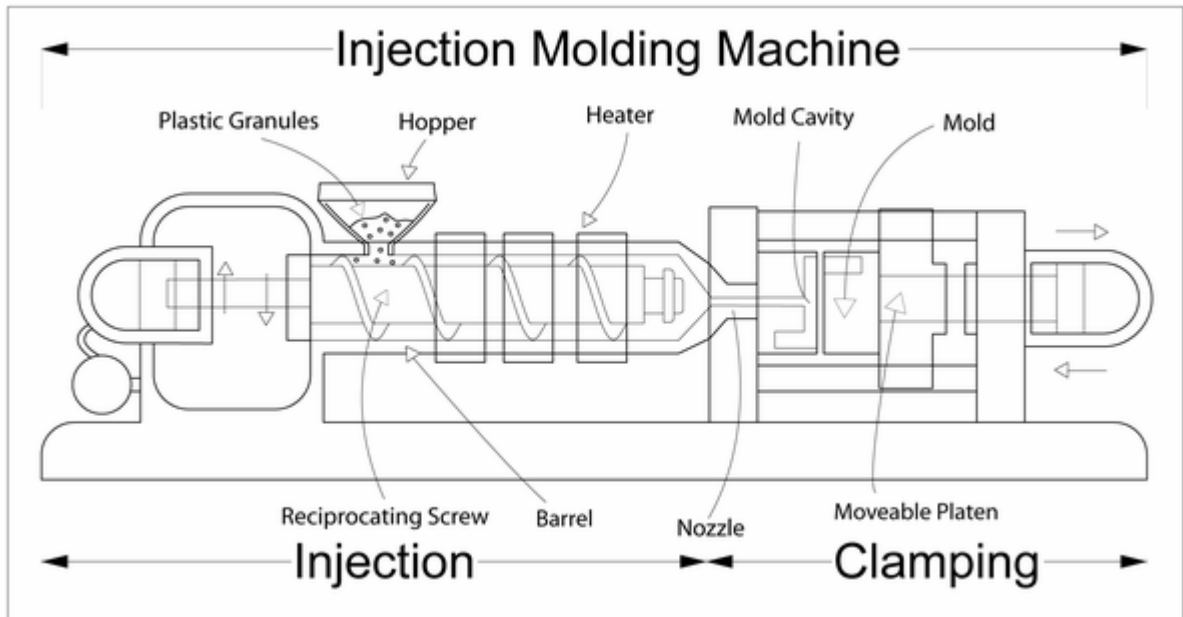
Wire, Cable & Connectors:

Bili has specialty wire and cable suppliers able to custom-make cables and connectors using many types of material, including TPE and PU jacketing.



Plastic Injection:

Injection molding is the most commonly used manufacturing process for making plastic parts. A wide variety of products are manufactured using injection molding, which vary greatly in their size, complexity, and application. The injection molding process requires the use of an injection molding machine, raw plastic material, and a mold. The plastic is melted in the injection molding machine and then injected into the mold, where it cools and solidifies into the final part.



CNC Machining and Metal Fabrication:

All types of metal work using steel, stainless steel, brass, copper, and aluminum.

CNC stands for Computer Numerically Controlled and refers to a manufacturing machine using computer-interpreting code from CAD information provided by the design team to control a power tool that selectively removes unwanted material.



Fabrication applies to the building of machines, structures, and other equipment, by cutting, shaping, and assembling components made from raw materials, such as steel. Steel fabrication shops and machine shops have overlapping capabilities, but fabrication shops generally concentrate on the

metal preparation, welding, and assembly aspect while the machine shop is more concerned with the machining of parts.

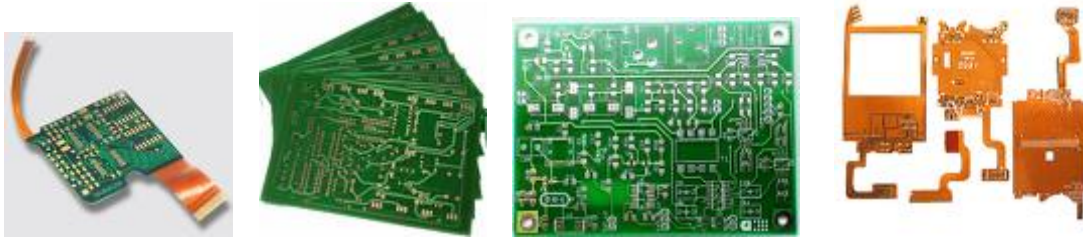
The raw material has to be cut to size. The most common way to cut material is by *shearing* (metalworking); after which it then goes to a *forming* process. The cut plate is placed in the hydraulic brake press and a V-shaped die is pressed from a predetermined distance to bend the plate to the desired angle. Tube bending machines have specially shaped dies and mandrels to bend tubular sections without kinking them.

The formed and machined parts will be assembled and tack welded into place then re-checked for accuracy. The welder then completes welding per the engineering drawings. After the weld has cooled, it is generally sand blasted, primed, and painted. Any additional manufacturing specified by the customer is then completed. The finished product is then inspected and shipped.



PCB:

A printed circuit board, or *PCB*, is used to mechanically support and electrically connect electronic components using conductive pathways, or traces, etched from copper sheets laminated onto a non-conductive substrate. It is also referred to as *printed wiring board* (PWB) or *etched wiring board*. A PCB populated with electronic components is a *printed circuit assembly* (PCA), also known as a *printed circuit board assembly* (PCBA).



Solar Energy:

Like most energy sources, solar energy can be collected and stored in almost any form of storage designed to hold energy. This application is usually integrated into solar photovoltaic systems where energy can be collected and stored almost instantaneously.

In a typical photovoltaic system, sunlight shines upon the photovoltaic modules. Next, solar cells convert light energy into electrical energy producing direct current (DC). This current is stored directly into a battery. If alternating current (AC) is required, an inverter is connected to the battery to convert from DC to AC. With this typical arrangement, solar energy can be effectively used to power our homes and products.



Rubber Products:

We also specialize in an extensive range of various rubber products that are widely demanded in the automobile and agriculture industries, as well as many others. These are manufactured with high quality material, using the latest manufacturing techniques to offer higher efficiency.

A wide range of molded products can be designed including bushings, bellows, gaskets, packings, submarine battery covers, metal bonded items

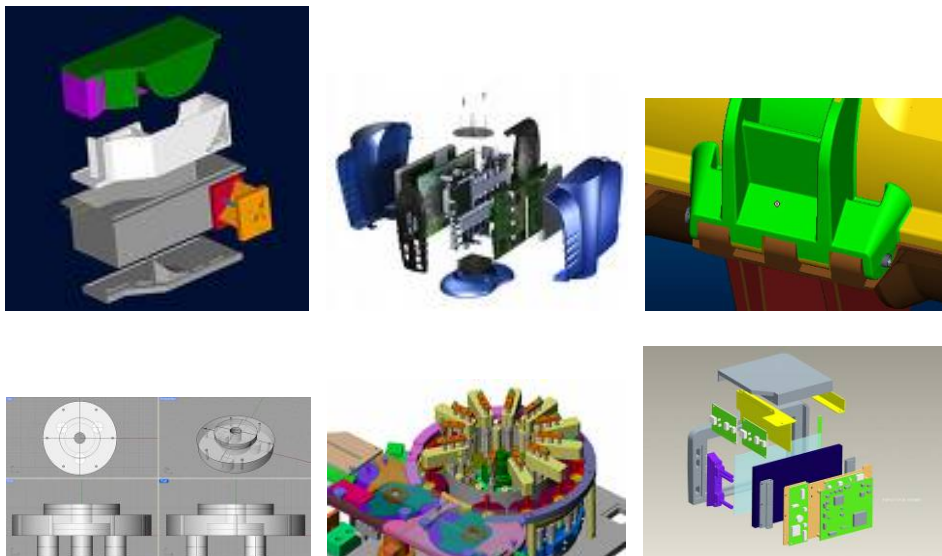
and silent blocks. These products are widely used in general engineering and automotive industries.

Synthetic rubber moldings for various industrial purposes are also available. These are appreciated for their attributes, such as dimensional accuracy and bio compatibility. We provide our rubber moldings to many industries, including textile, and health care.



3-D Design:

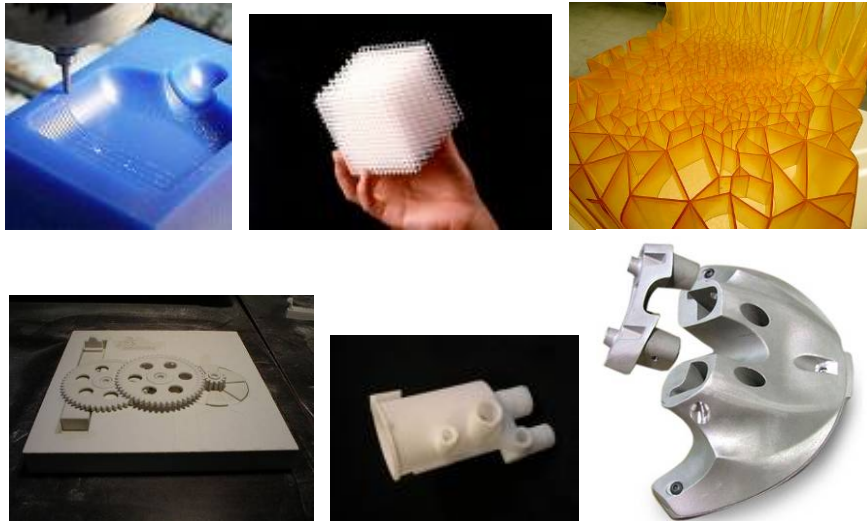
Our 3D design teams are proficient with Solid Works, Pro-E, Solid Edge and other commonly used programs. Clients are provided with complete 360° detailed drawings of each and every component needed to complete any project. Our 3D drawings are not just pretty pictures but actual precise manufacturing drawings.



Rapid Prototyping:

Rapid prototyping is the automatic construction of physical objects using additive manufacturing technology. The first techniques for rapid prototyping became available in the late 1980s and were used to produce models and prototype parts. Today, they are used for a much wider range of applications and are even used to manufacture production-quality parts in relatively small numbers.

The use of additive manufacturing technology for rapid prototyping takes virtual designs from *computer aided design* (CAD) or animation modeling software, transforming them into thin, virtual, horizontal cross-sections and then creates successive layers until the model is complete. The primary advantage to additive fabrication is its ability to create almost any shape or geometric feature.



Import/Export Services



We understand how important it is to receive your products as quickly as possible. Once your products are produced, we can handle the logistics of getting your product from the manufacturer in China to your door in North America.

We provide a variety of services to help you get your product when you need it. Our services include vendor coordination, final check for quality control, freight logistics, export documentation and customs broker coordination.

- **Vendor coordination:** We will coordinate with the manufacturer to get your product packaged and ready for transport.
- **Quality control:** We will personally check your products to ensure your quality standards are achieved before shipment.
- **Freight logistics:** We will arrange with top shipping companies to have your products transported to any location in North America.
- **Export and Customs documentation:** Manage all documentation requirements for exporting your product from China to North America.

We are strategically located in Qingdao City, currently the third largest port in China and number-one in volume.

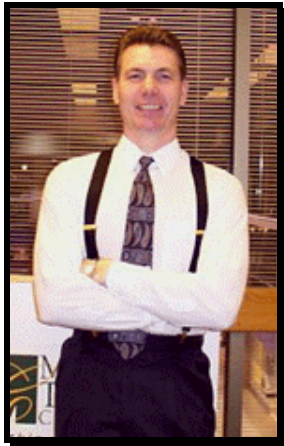
I look forward to serving you.

Lucy Hu

Operations Manager

Bili International Trading Co., Ltd.
Qingdao, China

Investment Consulting Services



Planning on moving your operations overseas? Looking for a premier location to set up operations in China? If so, we can help.

We provide a variety of services to help you establish offices or factories in the province of Shandong. These include acquiring suitable land, negotiating tax incentives and or land deals with local government, and supporting you in finding the right construction company.

The main attraction of this area is the low cost of labor, low cost of land, and a business friendly environment. Another key factor is the extremely stable power infrastructure.

The city of Qingdao and surrounding areas, including the Special Economic Zones, offers great potential to foreign companies wishing to set up production facilities in China.

Please contact Daniel A. Janssen for a feasibility report on this area.

bilidaniel2010@qingdaobili.com

Daniel Janssen is a registered investment consultant for the Qingdao Economic and Technical Development Zone (QETDZ) and The Foreign Economic Advisor to the Government of Jiaozhou.

Qingdao City

Your Gateway to China



Qingdao is a famous open harbor city with an expansive ocean research program, foreign trade, and tourist industry.

Qingdao has the largest industrial base in Shandong Province which ranks as the third largest economy in China. It is an important base for the lighting industry, as well as the textile and chemical industries.

Qingdao is the home of the famous Qingdao Beer Company, the most popular brand of beer in China. Qingdao beer has an excellent reputation both domestically and internationally.

Machine building has also grown in importance. The output value of the rubber industry ranks second in the country and its profit margins rank third. In the field of electronics and household electrical appliances, a series of high quality brand name products find their home base here.

By the end of 1996, a total of 5,950 investment projects had been approved with a contract volume of USD \$7.87 billion and an actual investment of USD \$35 billion in value. The number of individually foreign-owned enterprises, cooperation enterprises, and joint ventures in operation reached 2,023. Forty-eight countries and more than forty globally-recognized companies are invested in Qingdao. With the fast growth of the brand name economy, Qingdao won the “nation’s most economically energetic city” award and the “entrepreneurs’ most favorite city” award in 2004.

Companies such as Haier, Qingdao Beer, Hisense, Double Star, and Aucma aimed at making new breakthroughs in this energetic economy while local authorities were calling for the development of new name brands at national and local levels. Since 2000, Qingdao has had 6 famous brands, 44 of China’s name-brand products, ranking higher than other cities in China. Meanwhile, new name brand enterprises, especially individual enterprises, quickly developed. Their industrial output last year amounted to 50% of Qingdao’s overall industrial output.

We encourage you to consider Qingdao as a viable place to expand your business.

Contact Us

Contacting people in different countries and time zones can be a challenge. Below you will find our office hours and public holidays in China. We have also provided a simple North American time zone chart to help you contact us.

Office hours

From 9:00 a.m. to 6:00 p.m.

Public holidays

New Year's Day (2 days): January 1st – January 2nd

Chinese New Year (3 days): late January, early February

May Day (3 days): May 1st – May 3rd

National Day (3 - 7 days): October 1st - October 7th

North American Time Zone Chart

China	Pacific Vancouver Los Angeles	Mountain Calgary	Central Saskatchewan Chicago	Eastern Toronto Montreal New York	Atlantic Halifax
No DST	Spring / Fall	Spring / Fall	Spring / Fall	Spring / Fall	Spring / Fall
8 am	5 pm / 4 pm	6 pm / 5 pm	7 pm / 6 pm	8 pm / 7 pm	9 pm / 8 pm
9 am	6 pm / 5 pm	7 pm / 6 pm	8 pm / 7 pm	9 pm / 8 pm	10 pm / 9 pm
10 am	7 pm / 6 pm	8 pm / 7 pm	9 pm / 8 pm	10 pm / 9 pm	11 pm / 10 pm
11 am	8 pm / 7 pm	9 pm / 8 pm	10 pm / 9 pm	11 pm / 10 pm	12 am / 11 pm
12 pm	9 pm / 8 pm	10 pm / 9 pm	11 pm / 10 pm	12 am / 11 pm	1 am / 12 am
1 pm	10 pm / 9 pm	11 pm / 10 pm	12 am / 11 pm	1 am / 12 am	2 am / 1 am
2 pm	11 pm / 10 pm	12 am / 11 pm	1 am / 12 am	2 am / 1 am	3 am / 2 am
3 pm	12 am / 11 pm	1 am / 12 am	2 am / 1 am	3 am / 2 am	4 am / 3 am
4 pm	1 am / 12 am	2 am / 1 am	3 am / 2 am	4 am / 3 am	5 am / 4 am
5 pm	2 am / 1 am	3 am / 2 am	4 am / 3 am	5 am / 4 am	6 am / 5 am
6 pm	3 am / 2 am	4 am / 3 am	5 am / 4 am	6 am / 5 am	7 am / 6 am
7 pm	4 am / 3 am	5 am / 4 am	6 am / 5 am	7 am / 6 am	8 am / 7 am
8 pm	5 am / 4 am	6 am / 5 am	7 am / 6 am	8 am / 7 am	9 am / 8 am
9 pm	6 am / 5 am	7 am / 6 am	8 am / 7 am	9 am / 8 am	10 am / 9 am
10 pm	7 am / 6 am	8 am / 7 am	9 am / 8 am	10 am / 9 am	11 am / 10 am
11 pm	8 am / 7 am	9 am / 8 am	10 am / 9 am	11 am / 10 am	12 pm / 11 am

Contact Information

Corporate Office

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Phone +86.532.8571.7748 Fax +86.532.8571.6422

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<p>Liu Fang GM Assistant Languages: Chinese, English</p>	<p>Richard Lapointe Project Manager Languages: English, French</p>	<p>Ujwal Kumar Jha Project Manager Languages: Hindi, Urdu, Nepali</p>	<p>Claudio Lenaz Project Manager Languages: Italian, English</p>