

# CHINA

## PENNSYLVANIA'S TRADE REPRESENTATIVE



**Jim Curtis, Executive Director**

PA–China Center (Shanghai) Co. LTD  
Suite A403, Tomorrow Square  
399 West Nanjing Road  
Shanghai 200003  
CHINA

### EXECUTIVE DIRECTOR'S BIO

With more than 17 years of experience, Jim is intimately involved in a wide variety of high-level projects, assisting numerous MNC's and SME's develop their operations in China. Prior to relocating to China, Jim was a buyer for seven years at the Hecht's Division of the May Department Stores Company, now a part of Macy's. Jim's area of specialty includes corporate retail and consumer goods, and he has extensive experience in the field of education in China.

Jim holds a Bachelor's Degree in Political Science, with a minor in Economics, from James Madison University and a Master's Degree in Business Administration from the University of Maryland, College Park. Jim, a native of suburban Philadelphia, has been in China for eight years and is conversant in Mandarin.

### OFFICE SCOPE OF SERVICES

- Foreign market intelligence reports: Market viability, entry strategies, competitor analysis
- Search and screening for agents, distributor, end-user and joint venture partners; background checks
- Business appointment scheduling with prospective Chinese buyers or partners throughout China
- Trade show support, including booth space leasing, pre-show marketing, meeting scheduling, logistics
- Customized lists of manufacturers, buyers, agents, distributors, or other potential business partners
- Commonwealth-sponsored trade missions offering pre-qualified business contacts, market briefings, and logistical assistance
- Referrals and introductions to Chinese government officials, industry experts, legal, shipping and other service providers
- Available for business briefings during scheduled visits to Pennsylvania

### RESEARCH TOOLS & FACILITIES:

- Centrally located office in the heart of Shanghai, available for use by visiting Pennsylvania companies
- Staff of specialists in key economic areas including: High Technology, Biotechnology, FDI, Tourism, Education and more.
- A wide selection of trade show and service directories
- CD Directory of Foreign Investors in China and Hong Kong updated annually.
- A wide range of industry specific directories, some in CD format

### To obtain export assistance from our Authorized Trade Representative, contact:

Robin Fisher, Director - Operations  
Tel: 717-720-7363 | Email: [rfisher@state.pa.us](mailto:rfisher@state.pa.us)  
Department of Community and Economic Development  
Office of International Business Development  
400 North Street, 4<sup>th</sup> Floor  
Harrisburg, PA 17120-0225

