

Striving Towards a Modern Coastal Metropolis

Consolidating the Foundation for a New Round of China-CEEC Cooperation

By Dong Na

A year has passed since the 2nd China-CEEC Expo was held. Although this year's 3rd Expo has to be postponed, Ningbo is still strengthening two-way ties with Central and Eastern European Countries (CEECs) and consolidating the foundation for a new round of deeper cooperation and shared opportunities, living up to its reputation as the "prime destination" for China-CEEC partnership.

Expanding CEE Imports

Recently, the Central and Eastern European Countries' Products Pavilion at the Ningbo International Conference and Exhibition Center has been witnessing large crowds of shoppers, eager to purchase CEE products with discount coupons issued by the city government.

Among the products, the Hungarian beef gift boxes were particularly popular, each one weighing 7.5kg. Shoppers cleared the shelves in no time.

The pandemic has not severed the close ties between Ningbo and CEECs. The booming business of Ningbo importers proves that there is a vast market for imported CEE goods.

As Ningbo-CEEC ties deepened, late last year, the Ningbo Lianbangchangyun International Trade Company started a new business line of importing beef from Central and Eastern Europe. At present, the company has partnerships with three beef factories in Serbia and Hungary as well as one Hungarian winery. It has imported more than \$5 million's worth of goods thus far.

Sun Chonglong, chairman of the company, was grateful for the government's facilitation of the beef's journey from Hungary to Ningbo. The customs clearance process, which usually takes one to three days, was reduced to almost zero, saving time and considerable costs for the company.

"Expanding imports from Central and Eastern Europe is



People choosing Czech crystal at the pavilion.

[Photo by Tang Yan]

not just a response to China's national initiative—it is necessary for business development and has good market prospects," Sun said.

Strengthening Ties

Despite the postponement of the 3rd China-CEEC Expo, Ningbo still maintains frequent contact with its CEE friends. Trade cooperation across an entire continent is indeed full of business opportunities, but also contains potential risks. In response to this situation, Ningbo's Central and Eastern European Liaison Officer mechanism, pioneered in 2020, serves a transit point for information exchange and a "lubricant" for two-way communication.

There are eight CEE Liaison Officers whose missions cover all 16 CEECs and nearly ten industrial sectors. They have contacts in many CEECs' trade promotion agencies and diplomatic bodies, and often engage

in direct talks with Chinese and European business leaders to facilitate cooperation and friendship. Ningbo also developed the "OLR Working Method", which involves "One-to-One Contact", "List-Based Management" and a "Responsibility System". Together, the Liaison Officers and the "OLR Working Method" have made Ningbo-CEEC partnership even more fruitful.

During the pandemic, the import of Łaciate, Poland's best-known milk brand, into Ningbo was temporarily suspended. In response, the Liaison Officer for Poland immediately began organizing new matchmaking meetings for the brand, eventually securing it a collaboration with China's Jia Jia Le-Mart.

In the run-up to the 2nd China-CEEC Expo last year, one Liaison Officer attended more than twenty meetings with China's customs officials and wrote seven instructional reports just to help a first-time Czech exhibitor complete the customs clearance

procedures and showcase their products at the Expo. For the Liaison Officers, all this work is merely par for the course. Up until now, they have served more than 1,000 foreign companies and responded to queries from more than 7,000 businesses. These impressive figures are proof of the potential and value of the Liaison Officer mechanism.

Broadening Paths

On June 8th 2021, the Procurement Alliance of CEEC Commodity was established in Ningbo, the first of its kind in China. At its inauguration ceremony, the Alliance announced the launch of the world's first loans and guarantor services exclusively for China-CEEC trade; a purchase intent agreement of 650 million yuan was signed at the same event.

The Alliance is a bridge between CEECs and the Chinese domestic market. Ningbo is constantly exploring innovative

practices in the regulation and promotion of commerce to leverage existing resources, provide better support, and help Chinese and CEE businesses grow.

Since its establishment in June last year, the Alliance has set up overseas warehouses in Poland and Romania, while participating in the development of bonded warehouses and warehouses for general domestic trade. At the same time, it continues to expand imports by bringing together high-quality resources on its network.

To establish a China-CEEC wholesale agricultural market in Poland, the Alliance has taken the lead in designing a series of solutions, including services such as warehousing, distribution, and sourcing for bulk commodities.

"The future of the Alliance lies in broadening new paths for imports by establishing a mutually-beneficial cooperation model with CEE partners," Chen Youxiang, president of the Alliance, said.

SPOTLIGHT

Ningbo Manufacturers Supply Components for Shenzhou XIV

By Jin Lu

The Shenzhou XIV mission, China's ninth manned spaceflight, launched on morning of June 5th from the Jiuquan Satellite Launch Center in the northwestern Gobi Desert. Ningbo's manufacturing enterprises supplied several components on the Shenzhou XIV spacecraft.

One of these components is the alloy material used in the spaceship's communication system, developed by Ningbo Boway Alloy Material Co Ltd. Founded in 1993, Boway is a leading producer of advanced copper alloys in China. Its independently-developed aerospace alloy materials represent a major technological breakthrough in China. On the Shenzhou XIV spacecraft, Boway's materials help to achieve the required conductivity and communication stability in the harsh environment of outer space.

Ceramic seal rings manufactured by Ningbo FLK Technology Co Ltd are also used as key components of the spacecraft. FLK specializes in the development of ceramic materials and has obtained 20 invention patents. This time, FLK's products are used in the cooling system of Shenzhou XVI's radars, which are a critical part of any spacecraft's navigation system. The 500-mm diameter ceramic seal rings produced by FLK have already been deployed in large-scale radio telescopes of the Chinese Deep Space Network; now, they are being installed on Shenzhou's radars for telemetry, tracking, and control.

Ningbo's aerospace industry has been developing rapidly in recent years. The Ningbo Aerospace Intelligent Technology City, an aerospace industrial park, currently hosts 26 advanced manufacturing projects in satellite manufacturing, satellite TT&C (telemetry, tracking, and control) and aerospace auxiliary equipment. In 2021, the combined tax contribution of these companies surpassed 1.28 billion yuan (\$196.92 million).

Chief Adviser: Zhao Qingchuan
Proofreader: Xu Zhuowei

双语汇 Different Tongues

溪口:水绕山环,灵秀之地

By Gou Wen

As early as the Han Dynasty, Xikou was known as a "seaside fairyland". It is embraced by mountains and rivers. Xikou has a centuries-old town, spectacular valleys and waterfalls, and the gorgeous Tingxia Lake.

早在汉代,溪口就有“海上蓬莱”之称,这里依山傍水,不仅有千年古镇溪口镇、幽谷飞瀑雪窦山,还有青山秀水亭下湖。

The Xikou Scenic Area is Ningbo's first 5A-rated tourist destination. Located in Xikou Town of Fenghua district, it borders Wuling to the east,

Shanxi River to the south, and Xuedou Mountain to the north. It has beautiful scenery and covers an area of 381 square kilometers.

溪口景区是宁波首家国家5A级旅游景区。该景区坐落在奉化区溪口镇,东靠武岭,南临剡溪,北靠雪窦山,景色秀丽,区域面积381平方公里。

Xikou's Xuedou Mountain has a warm and humid climate, four distinct seasons, lush green hillsides, and waterfalls. Xuedou Temple, founded in the Jin Dynasty, has a history of more than 1,700 years and is one of the main tourist attractions of Xikou.



The Xikou Scenic Area. /溪口景区。

[Photo by Tang Yan] 唐严 摄

位于溪口的雪窦山景区气候温暖湿润,四季分明,翠峰寒

瀑,气象万千。其中还有一座雪窦寺,创于晋代,至今已有1700

余年历史,是溪口主要的旅游景观之一。

