

USTDA China Heavy Duty Vehicle Reverse Trade Mission:

Participating China Company and Delegate Information

RTM Dates: March 19-30, 2018

Draft 2/20/2018

Organization	First	Last	Position	Misc.
Best Inc.	Qiongliang	Zeng	Director, Fleet Management Division	
CECEP (Gui'an New District) Environmental Protection Industry Park Development Co. Ltd.	Feng	Cheng	Chairman & General Manager	
Chengdu Chuanzhe Logistics Co., Ltd.	Xianghua	Hu	General Manager	
China Federation of Logistics & Purchasing	Ying	Wan	Secretary General of E-commerce & Express Committee	Must depart for China in AM of March 23
State Administration of Work Safety	Bing	Lyv	Principal Staff Member	
State Administration of Work Safety	Ruihua	Zhao	Deputy Director-General, Department Two of Work Safety Supervision	
TUC Media Co., Ltd	Fanghong	Chu	Chairman	
TUC Media Co., Ltd	Zhongxin	Li	Director	
US-China Energy Cooperation Program	Yuhui	Liu	Senior Operations Manager	
Henan Yuxin Logistics Group Co., Ltd.	Lin	Wang	Vice Chairman	
Xiulan Vehicle Transportation Co., Ltd.	Dan	Li	Deputy General Manager	
Yuxin Supply Chain Management Co., Ltd.	Yue	Xu	Director	

Introduction to Participating China Organizations and Delegates

State Administration of Work Safety

Type: Government Agency

Organization Overview: The State Administration of Work Safety (SAWS) is an agency directly under the State Council of China for overall supervision and regulation of work safety and it is also the working body of the Office of the State Council Work Safety Commission.

Delegates: Mr. Ruihua ZHAO, Deputy Director-General, Department Two of Work Safety Supervision; Mr. Bing Lyv, Principal Staff Member.

Anhui Xiulan Vehicle Transportation

Type: Logistics Service

Company Overview: The company was founded in April 2012. We operate roughly 200 vehicles. Services offered include regular freight and container freight. Services all areas within Anhui province. Revenue in 2016 reached 150 million RMB.

RTM Objective and Requests: Learn about advanced logistics management tools and practices, including fleet and information management systems, as well as engine technologies.

Procurement/Investment Objectives: Engines and fleet management solutions (including fuel efficiency improvement); also have plans to procure 70 tractors at >440 horsepower and 100 straight trucks at >300 horsepower in the next 2 years; also interested in new solutions based on Internet of Vehicles

Delegate: Mr. Dan LI, Deputy General Manager.

Best Inc.

Type: Logistics Service

Company Overview: Up until March 2017, Best Inc. has established 678 operations centers and a total warehouse capacity of over 4.2 million square meters. We have over 9000 full-time employees and over 10,000 franchisees and partners. Our logistical service network is nationwide and reaches down to the county/township level. Our core corporate value is investment in technology and people. We are building a fleet of 1000 through a consortium. Annual revenue in 2016: 8.8 billion RMB

RTM Objective and Requests: Learn about: Efficiency improvement measures employed by US logistical companies and fleets; Innovative management practice at US logistical companies; Big data and the application of IoT; Advanced techniques for freight transportation, collection, distribution, etc.; Freight capacity management and planning

Procurement/Investment Objectives: We plan to acquire 300 tractors with 440HP or higher in the next 2 years; we are also looking at fleet information management systems.

Delegate: Mr. Qiongliang ZENG, Director.

CECEP (Gui'an New District) Environmental Protection Industry Park Development

Type: Business Incubator

Company Overview: CECEP (Gui'an New District) Environmental Protection Industry Park Development Co., Ltd. is involved in the investment, development, and operation of energy conservation and environmental industry parks, as well as incubation of environmental and energy conservation projects.

RTM Objective and Requests: Seeking investment opportunities in alternative fuel vehicles, fuel efficiency improvement technologies, and emissions control; would like to have a systematic understanding of the U.S. HDV industry; also interested in learning about the NGV industry (policy, economics, regulatory environment, technology development).

Procurement/Investment Objectives: N/A

Delegate: Mr. Feng CHENG, Chairman and General Manager.

Chengdu Chuanzhe Logistics

Type: Logistics Service

Company Overview: The company was founded in 2003. We operate over 160 semi-trailers (17.5m). In August 2013 and February 2014 respectively, we procured new Volvo trucks (480 hp) and SCANIA trucks in order to better serve our customers. Revenue in 2016: 100 million RMB.

RTM Objective and Requests: Learn about advanced logistics management tools and practices, including fleet and information management systems.

Procurement/Investment Objectives: Fleet management systems; we also have plans to procure 80 tractors at >440 horsepower in the next 2 years; also interested in new solutions based on Internet of Vehicles.

Delegate: Mr. Xianghua HU, General Manager.

China Federation of Logistics & Purchasing

Type: Industry Association

Company Overview: China Federation of Logistics& Purchasing (CFLP), the only social organization of logistics industry in China, was established in Beijing with blessing from the State Council. There are over 200 full time direct employees at CFLP, and 1000 employees in the associations and institutions under the Administration of CFLP. The mission of CFLP is to promote the innovation and development of Chinese logistics and procurement. The government authorizes CFLP to engage in international exchanges, science and technology research, trade statistical analysis and industry standards drafting & revision, etc.

RTM Objective and Requests: We are hoping to learn from world leading companies and institutions in the areas of energy efficiency improvement and safety technology.

Procurement/Investment Objectives: N/A

Delegate: Ms. Ying WAN, Secretary General of the E-commerce & Express Committee.

Henan Yuxin Logistics Group

Type: Logistics Service

Company Overview: The company was founded in January 2003. It now has over 1400 full-time employees and over 7000 part-time employees. We operate 7 subsidiaries, 1 joint venture, 7 distribution centers, 398 network locations, over 1100 vehicles, and total warehouse capacity of nearly 400 thousand square meters. Revenue in 2016: 1 billion RMB.

RTM Objective and Requests: Learn about advanced logistics management tools and practices, including fleet and information management systems.

Procurement/Investment Objectives: Fleet management systems; we also have plans to procure 110 tractors at >440 horsepower and 300 straight trucks at >300 horsepower in the next 2 years; also interested in new solutions based on Internet of Vehicles.

Delegate: Ms. Lin WANG, Vice Chairwoman.

Shanghai Xiaobang Logistics

Type: Logistics Service

Company Overview: The company was founded in 2003. Headquartered in Shanghai, China. The company has over 1000 employees and offices in 14 cities in China. The company operates over 500 heavy duty tractors (440 – 520hp), and a few more hundred mid- and light-duty trucks. Our service network is nationwide. Revenue in 2016: 650 million RMB.

RTM Objective and Requests: Learn about advanced logistics management tools and practices, including fleet and information management systems.

Procurement/Investment Objectives: Fleet management systems; we also have plans to procure 100 tractors at >440 horsepower in the next 2 years; also interested in new solutions based on Internet of Vehicles

Delegate: Mr. Haibiao WANG, General Manager.

TUC Media

Type: Industry Association/Specialized Media Organization

Company Overview: TUC Media is a media, market and research platform focusing on Chinese logistics and supply chain market. TUC provides business-to-consumer and business-to-business marketing services, business intelligence & research services, and information & financial services via an online and offline network. TUC is the most popular destination for Chinese logistics and supply chain management people and organizations to obtain and exchange information and financial resources, in the world's fastest growing e-commerce and logistics market.

RTM Objective and Requests: Learn about advanced logistics management tools and practices.

Procurement/Investment Objectives: TUC does not procure directly but can influence decisions of Chinese logistics firms

Delegates: Ms. Fanghong CHU, Chairwoman; Mr. Zhongxin LI, Director of Research

Yuxin Supply Chain Management

Type: Logistics Service

Company Overview: The company was founded in January 2016. Business areas include supply chain management, warehousing, and freight transport. Group revenue in 2016: 1 billion RMB.

RTM Objective and Requests: Learn about advanced logistics management tools and practices, including fleet and information management systems.

Procurement/Investment Objectives: Fleet management systems; interested in new solutions based on Internet of Vehicles

Delegate: Ms. Yue XU, Director.