## *Travel Arrangements ...*

Travel arrangements for ***1st PATENT CHINA*** will be handled by Arunas Travel Company which deals specifically with select groups traveling to China. When the People's Republic of China opened its doors to American tourists in 1979, Ann Man-Chun Arunas, President of the firm, was one of the first tour directors to lead an American group to China and she has returned over 54 times since then. She has extensive knowledge of the area, fluency in seven regional dialects, and influential contacts within China. Today she is one of America's foremost experts on travel to China and ensures that her tours are informative and culturally enriching by employing only the most highly qualified tour directors, educated and well-versed in the socioeconomic history of the country.

## *Costs ...*

Two scheduled departures are planned for this International Exhibition, as follows:

**GROUP I ... November 15-22, 1988**

Cost Per Person: $2,275.00/US$ (double occupancy)
Single supplement at $495.00/US$

**GROUP II ... November 9-22, 1988**

Cost Per Person: $3,675.00/US$ (double occupancy)
Single supplement at $795.00/US$

The cost includes: (*-pertains to Group II only)
- round trip Pacific airfare from NY (West Coast departure about $200 less)
- train tickets between Hong Kong/Guangzhou
- air tickets between Hong Kong/Beijing/Guangzhou*
- all transfers between airport/hotel/train station
- all baggage handling to include gratuities
- first class and deluxe hotels throughout
- all sightseeing with three meals daily in Beijing*
- English speaking guide in Beijing*
- insurance coverages for Traip Cancellation/Interruption, Baggage, Medical, plus assistance benefits (NOTE: insurance coverage for Group I is for $2,500 and Group II $4,000. Details on the insurance will be forwarded to participants once payments are received.)
- group visa fees (individual visa at $20 extra)

## *Itinerary ...*

The specific itineraries for the two groups are as follows:

**GROUP I ... November 15-22, 1988**

11/15 U.S. - HONG KONG
11/16 Board your jumbo jet UA017 0900/1930 at JFK Airport, New York, crossing the International Dateline and arriving in Hong Kong the evening of 11/16. Transfer to Lee Garden Hotel for a good night's rest.

11/17 HONG KONG - GUANGZHOU
11/18 GUANGZHOU, a three-hour speed train takes you to the
11/19 largest city in south China, Guangzhou, also known as
11/20 Canton, the first trading port with Western nations. The group will be staying at China Hotel or equivalent.

11/21 GUANGZHOU - HONG KONG
A short 45-minute flight will bring you back to the island and your overnight stay is at the Lee Garden Hotel.

11/22 HONG KONG - U.S.
Board your UA830/800 1045/1755 flight which makes a stop and change planes in Tokyo to bring you back to New York, JFK Airport, the same day.

**GROUP II ... November 9-22, 1988**

11/09 U.S.-HONG KONG
Board your jumbo jet UA017 0900/1930 at JFK Airport, New
11/10 York, crossing the International Dateline and arriving in Hong
11/11 Kong the evening of the 10th. Transfer to Lee Garden Hotel for a good night's rest.

11/12 HONG KONG - BEIJING. A three-hour flight takes you to
11/13 Beijing, the capital as well as the economic and cultural
11/14 centre of China since the 10th century, giving the city its
11/15 rich and invaluable cultural heritage. Your local guide will
11/16 meet you on your arrival and transfer you to Kunlun Hotel. Local sightseeing will be worked out with your local guide by your group leader.

11/17 BEIJING - GUANGZHOU, less than a three-hour flight takes
11/18 you to the southernmost city of China and the first trading
11/19 port with Western nations. Your group will be staying at the
11/20 China Hotel or equivalent. Your local guide will assist you with transfers and local business arrangements.

11/21 GUANGZHOU - HONG KONG, a three-hour train ride takes you back to Hong Kong, checking in at Lee Garden Hotel.

11/22 HONG KONG - U.S., Board your United Airlines flight, making a connection in Tokyo to be back in the U.S. or New York the same day.

## *Points of Interest ...*

**HONG KONG ...** Hong Kong became a British Colony in 1897 but the city truly flourished during the last two decades to become one of the most fascinating places to visit in the world today. "Dazzling and full of vitality" are just two ways to describe this lovely island. Among its incomparable attractions are superb duty-free shopping, a wide variety of Chinese and Western cuisines, and glamorous afterdark entertainment. Most places of interest are just a ferry, coach or subway ride away!

**GUANGZHOU ...** Renowned for its delicious Cantonese cuisine, Guangzhou plays host to business people from all over the world at its bi-annual Trade Fairs plus many other scheduled Expos.

**BEIJING** *(GROUP II only)* ... As noted, Beijing is the capital as well as the economic and cultural centre of China. Highlights include:

*Tien An Men Square* ... located in the heart of the city, this landmark represents the depth of progress in China with Mao's Memorial Hall, the Museum of Chinese History and the Great Hall of the People.

*Forbidden City* ... also known as the Imperial Palace, was once the policital and administrative centre as well as the residence of the emperors of Ming and Qing dynasties.

*Temple of Heaven* ... located south of the city, an impressive group of buildings combining science with arts and philosophy with geometrical precision of the entire complex which is further enhanced by the mathematical genius in the architectural designs.

*Summer Palace* ... famed for the beauty of its halls, lakes, pagodas, pavillions, the seven-arch bridge, the long colorful corridor and the legendary Marble Boat, a fabulous showplace today, thanks to the greed of the Empress Dowager Cixi.

*Younghe Palace Temple (Lamaist Temple)* ... located in northeast Beijing, it is the city's most active Buddhist temple. Built as a palace in 1694, the structure was rededicated as a Buddhist temple in 1723 and was given over to the Lamaist practitioners in 1744.

*Beijing Zoo* ... west of Tian An Men, it was the site of an imperial park; more than 2,000 animals of 300 species are in the zoo; however, for western visitors the prized animal to see is the Giant Panda.

*The Ming Tombs* ... enroute to the Great Wall lies the Ming Tombs, altogether 13 tombs in the area but only one, Dingling, was excavated. As you enter the Ming Tombs area, an alley of sculpted stone soldiers, scholars and animals line the path leading to the tombs.

*The Great Wall* ... was built by many dynasties throughout many centuries. Its first construction was during the period of the Warring State (476-221 B.C.) to defend the country against northern barbarians, it is the only man-made structure on earth that is visible from the spaceships.

# 1st PATENT CHINA

## COST

| | |
|---|---|
| Option 1: Booth 3M x 3M | USD 3800.00 |
| Option 2: Booth 3M x 4M | USD 4800.00 |

**Basic fittings** for the above booth includes: Space, walls on three sides, carpeted floor, one sign panel in Chinese and English, one information counter, two chairs, two spotlights and one waste basket.

## SERVICES

**The organizers offer the below basic services:**

1. Description on exhibitors are introduced in the Exhibition Directories.
2. Invitations to the Opening reception.
3. Twenty-four hours security.
4. Regular stand clearing.
5. Exhibitor's manual issued to explain the related details and information about the exhibition.
6. Pre-exhibition promotional work motivated at potential Chinese buyers.
7. Arrangement of meeting and trade negotiations during the exhibition among exhibitors, end users/parties concerned.
8. Assistance from the official freight forwarder for packing and shipping of exhibits to the exhibition site.
9. Assistance with travel arrangements and accommodation.

**Additional services provided at reasonable rate:**

1. Special decoration, extra furniture and electrical facilities.
2. Hire of interpreters and attendants
3. Literature translation and printing.
4. Miscellaneous rental.

## PARTICIPATION PROCEDURE

Fill in the application form on the reverse side and return to:

INTERNATIONAL EXPO PROMOTION CENTRE
701A, Far East Consortium Building
121, Des Voeux Road Central
Hong Kong

**Application Deadline:** August 31, 1988.

**Reservation and Payment:** A deposit for 50% of the total rental fees payable to organizer must be accompanied with the application for the reservation of the booth. The remaining balance must be settled before September 30, 1988. Deposit shall not be refunded in any circumstances, except the application is rejected by the organizer. Any payment made by an exhibitor who cancells or reduces his space reserved will be forfeited.

## CONFIRMATION & CONTRACT

Your application for reservation will be confirmed within two weeks upon receipt of your application. An official Exhibitor's Contract will be mailed to you following our confirmation.

Exhibition Booths will be allocated on a "FIRST COME, FIRST SERVED" basis.

## SEMINAR

It is highly recommended that seminar given by exhibitors introducing their advanced technique and equipment will put their trade possibilities into effect. Charges of seminar for a section of 3 hours is USD 400 which will include the renting of a seminar room, the provision of one interpreter and invitations to appropriate Chinese end users/parties concerned.

## ADVERTISEMENT

The organizer will publish bilingual Exhibition Directories to be distributed free of charge to more than 80,000 visitors during the exhibition, and sent to departments concerned throughout China. To highlight your participation, to establish prominent images for your company, to maximize your commercial penetration into Chinese market, advertising in the directories offers you a precious opportunity.

The scale of charges is as follows:

| *Options* | *Colour* | *B&W* |
|---|---|---|
| Back Cover | USD 3,500 | — |
| Inside Front Cover | USD 2,000 | — |
| Inside Back Cover | USD 1,500 | — |
| Full Page (7.5" x 10") | USD 1,000 | USD 600 |
| Half Page (;7.5" x 5") | USD 600 | USD 400 |

We also accept the application for advertisement on wall space within Exhibition Hall at a cost of USD 180 per sq. m.

Please fill in the application form on the reverse side and return with 50% deposit in USD made payable to INTERNATIONAL EXPO PROMOTION CENTRE.

## *Participating Organizations*

Ministry of Foreign Economic Relations and Trade, PRC
Ministry of Geology and Minerals, PRC
Ministry of Aviation Industry, PRC
Ministry of Space Industry, PRC
Ministry of Nuclear Industry, PRC
Ministry of Electronics Industry, PRC
Ministry of Communications, PRC
State Commission for Machine-Building Industry, PRC
Ministry of Civil Affairs, PRC
Ministry of Agriculture, Animal Husbandry and Fishery, PRC
Ministry of Light Industry, PRC
Ministry of Public Health, PRC
Supreme People's Courts, PRC
China International Trust and Investment Corporation
China Association for Science and Technology
China Inventory Association
The State Council, Poor Area Economic Development Leading Group
State Scientific & Technological Commission, Science & Technology Attainment Department
United Nations Development Programme TIPS National Bureau in China
China Industry & Commerce Development Corporation
Chinese Academy of Sciences, New Technology Development Department
China New Building Materials Corporation
China Interchange Centre for Science & Technology
China Correspondence College for Countryside Prosperous
China Electronics Import & Export Corporation
China Association for Industrial Property Research

## *Contacts ...*

*For more information on travel arrangements, contact:*

Ann Man-Chun Arunas, President
Arunas Travel Company
630 Third Avenue
New York, NY 10017
Telephone: (800) 842-1989
In NY, call: (212) 808-9330

*For additional information, contact the agent authorized to represent 1st Patent China for the U.S. and Canada:*

Carroll A. Greathouse, President
International Venture Capital Institute
Post Office Box 1333
Stamford, CT 06904
Telephone: (203) 323-3143
Fax: (203) 838-5714

*For further information on 1st PATENT CHINA program and exhibits, contact:*

S. Chan
International Expo Promotion Centre
701A Far East Consortium Building
121 Des Voeux Road, Central,
Hong Kong
Telephone: (852) 5-413328
Telex: 86088 KCHHK HX
Fax: (852) 5-8151745

## *International Venture Capital Institute (IVCI)*

The International Venture Capital Institute (IVCI), a subsidiary of Baxter Associates, a 55-year-old multiple association management firm, has been appointed as an agent to bring a delegation from the United States and Canada to attend and participate in **1st PATENT CHINA**, by the three co-sponsors listed on the front of this brochure and Mr. S. Chan, Marketing Manager of the Conference and Exhibition. In turn, IVCI assigned the registration and travel arrangements to Arunas Travel Company.

***Be sure to see the special insert in this brochure with full details on exhibiting in*** *1st PATENT CHINA.*

## *Registration Form*

Enclosed is $_____ as full payment of my reservation to attend 1st PATENT CHINA Occupancy: Single ☐ or Double ☐.

*(NOTE: full payment is due 45 days prior to departure.)*

NAME(S) _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____ SIGNATURE _____

DEPARTURE DATE _____ GROUP I ☐ or GROUP II ☐

Upon receipt of your full payment, detailed program information will be forwarded to you along with more specific information on the travel arrangements.

If you are a member of a professional society or trade association, please indicate the name of the group:

_____

Complete this form and mail it with your check to: Arunas Travel Company, 630 Third Avenue, New York, NY 10017. **A duplicate copy of both the form and your check should be sent to the International Venture Capital Institute, Post Office Box 1333, Stamford, CT 06904, who will mail a list of all attendees to you in advance of your departure.**

***Cancellation Policy ...*** If written cancellation is received by Arunas Travel Company 60 days or more prior to departure, your payment will be refunded, less a handling fee of $150.00 per person; if received less than 60 days but more than 14 days prior to departure, 50% of your payment will be refunded. No refunds will be made if cancellation is received 14 days or less prior to departure.

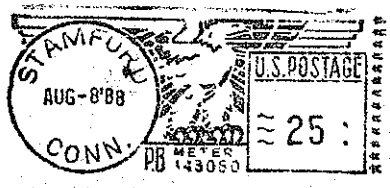
***Exhibits ...***

The international and business communities are invited to not only attend ***1st PATENT CHINA***, but also participate as exhibitors for the display of advanced products and equipment and the exposure of leading technologies. According to international practice, technologies which are granted patents in China are under the protection of the Chinese patent law; thus, exhibits at ***1st PATENT CHINA*** will have better protection as far as industrial property is concerned than in any other exhibitions. Exhibits will cover the following areas:

Railways and Communications
Water Conservancy and Power
Geology and Minerals
Urban and Rural Construction
Environmental Protection
National Defense
Metallurgical Industry
Machine-Building Industry
Nuclear Industry
Aviation Industry
Electronics Industry
Ordnance Industry
Natural Science, Engineering, Computer
Space Industry
Coal Industry
Petroleum Industry
Chemical Industry
Textile Industry
Light Industry
Agriculture
Fishery
Animal Husbandry
Forestry
Posts and Telecommunications
Broadcasting, TV, Film, Music
Seismology, Oceanography
Physical Culture and Sports
Meteorology
Biology, Biochemistry, Biotechnology
Chemistry
Mathematics
Public Health, Medicines and Medical Treatment
Physics Mechanics, Robot, Acoustics, Optics, Laser, Electricity
Culture Education

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International Venture Capital Institute
Post Office Box 1333
Stamford, CT 06904




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AND TECHNOLOGY, INC.
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first class

# 1st PATENT CHINA

## FIRST INT'L EXPO ON PATENT, HIGH TECHNOLOGY & NEW PRODUCTS
## NOVEMBER 18—23, 1988
## Guangzhou Int'l Exhibition Centre, Guangzhou

## Application Form

Company: _____

Address: _____

_____ Telephone: _____

Telex: _____ Cable/Fax: _____

Contact Person: _____ Person: _____

Intended Exhibits: _____

### Booking of Exhibition Spaces:

☐ Booth 3M x 3M _____ units

☐ Booth 3M x 4M _____ units

**No exhibition space will be allocated until payment of the deposit has been made.**

### Booking of Wall Space Advertisement within Exhibition Hall

Total space required: _____ SQ M

### Booking of Advertisement in Exhibition Directory:

☐ Full Page ☐ Back Cover ☐ Color

☐ Half Page ☐ Inside Front/Back Cover ☐ Black & White

We hereby undertake to occupy the booth(s) alloted to us at the Exhibition Hall and agree to abide by all the regulations as laid down by the Organizers.

Authorized Siganture: _____ Date: _____

Please fill in and return this Form with deposit to INTERNATIONAL EXPO PROMOTION CENTRE at 701A, Far East Consortium Building, 121 Des Voeux Road Central, Hong Kong.
Payment should be made to the order of 'INTERNATIONAL EXPO PROMOTION CENTRE.'

Our A/C No. 036 721-9-000868-0 with
THE NATIONAL COMMERCIAL BANK, LTD.
1-3 Wyndham Street, Hong Kong
Tlx: 83491 NATEX HX

A duplicate copy of this form should be sent to:
**International Venture Capital Institute**
**Post Office Box 1333**
**Stamford, CT 06904**

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# 1st PATENT CHINA

## GUANGZHOU (CANTON) PRC

### *FIRST INTERNATIONAL EXPO ON PATENTS, HIGH TECHNOLOGY & NEW PRODUCTS NOVEMBER 18-23, 1988*




***1st PATENT CHINA*** is the first international exposition on patents, high technology and new products ever held in China. The Exhibition is to be held in Guangzhou (Canton), China, and is jointly sponsored by The Patent Office of PRC, China Patent Technology Development Company; China National Technical Import & Export Corporation; and KONG CHUNG HONG.

The aim of the Exhibition is to create favorable conditions for people who have applied and those interested in applying for patent protection in China to have their patented technology honored in China and to provide them with a chance to introduce directly to the Chinese importing parties the background of their technology, as well as to conduct license trade and related products trade with them.

Patent affairs is a new business in the PRC following the nation's reformation in this area. Implementation of their patent law is an important step in the nation's open policy. During the past two years, patent systems; i.e., information exchange and technology transfer, both under legal protection, have been brought into full play there. It has not only stirred up the active interest of numerous inventors but also provided legal protection to foreigners who want to transfer their new technologies or sell their patented products to China.



This exhibition is being held at an opportune time when China has formulated its 7th Five-Year Plan and is deepening its various reform programs. In the past ten years, the economic and technological exchanges between China and foreign countries have made great progress. Along with this, the exchange of trade and technology between China and foreign countries will witness an even greater progress and this Exhibit will have a far-reaching significance.

More than 20 PRC ministries and government organizations will sponsor ***1st PATENT CHINA***. The manufacturers, enterprises, administration developments and experts in China will participate in this unique opportunity during its open period for the purpose of conducting technology exchange and trade negotiation with foreign participants. The foreign and domestic participants will earn a 50% discount on stipulated fees on any transaction regarding patent trade or technology trade concluded within the period of this event. A further long-term service relationship will also be established.



Mr. Jean-Claude Combaldieu, the Director General of the French National Institute of Industrial Property, has predicted that ***1st PATENT CHINA*** will enhance the prestige within the major fields of the economic and social developments in China and further the promotion of international technology exchange. He has advised the Director General of the PRC Patent Office that the French will try their best to support the promotion of participation in the event. Likewise, Dr. Erich Hausser, the President of the West German Patent Office, has indicated their participation, along with the PRC Patent Office; and Sojuzpatent of the USSR Chamber of Commerce and Industry. China Universal Leasing Co. Ltd., a joint venture between the Bank of China, Sanwa Bank of Japan, Dresdner Bank AG of West Germany, China National Machinery/Instrument/Technical Import and Export Corporations have reached an agreement with Kong Chung Hong to provide their foreign currency leasing facilities to the Chinese end users who will have reserved the foreign exhibits during ***1st PATENT CHINA***.

**More information inside on:**

*Exhibits*
*Travel Arrangements*
*Sponsors*
*Contacts*
*Itineraries*
*International Venture Capital Institute*



*Sponsored by:*

*The Patent Office of PRC, China Patent Technology Development Company*

*China National Technical Import & Export Corporation* *KONG CHUNG HONG*

Domestic Policy Council until yesterday."

Foreign governments, and perhaps the state in which the project is eventually located, will be asked to share in the costs and will share in the scientific and economic benefits, the Secretary said.

Construction of the above-ground research facilities and the vast oval underground tunnel would create 4,500 jobs, the Energy Department said. A staff of scientists and technicians would total at least 2,500, with 500 others to have visitor status.

### How Collider Would Work

The accelerator will send two beams of protons speeding through the tunnel in opposite directions. At several junctures the beams will cross and collide, creating a flash of energy out of which subatomic particles will burst. The belief is that such collisions, taking place at energy levels higher than ever achieved before, will disclose the existence of a host of new particles and forces.

The speeding protons will be contained in their path by powerful electromagnets cooled by liquid helium to temperatures so low that their coils lose all resistence to electricity; that is, they will be superconductive.

Among the states vying for the project are California, Colorado, Illinois, New York and Texas. Alvin W. Trivelpiece, the department's director of energy research, said some states were offering $10 million to $15 million in inducements.

Mr. Herrington said the "fair and open" site-selection process would take months or years. Asserting firmly that "there is no front-runner" among the states, he promised to say more about site selection at another briefing on Feb. 10.

The project would be a costly venture into basic research yielding possibly major scientific insights into the creation of matter — of the universe and the world — but with few firmly predictable practical applications.

### 'No Military Applications'

Mr. Herrington stressed that there would be "no military applications," adding: "The nature of basic research is that you don't know, going into it, what you will find. But the American track record in this has been good."

At the Secretary's hurried presentation today, called suddenly after Senator Phil Gramm, Republican of Texas, said Thursday night that the President would approve the project, Mr. Herrington seemed to give as much emphasis to the psychological and national morale implications as to the scientific.

Reflecting the President's emphasis on American "competitiveness" in the State of the Union Message, Mr. Herrington said Mr. Reagan had made "a watershed" decision for the United States.

"This is a watershed for America's scientific and technological leadership and another clear sign that President Reagan is committed to keeping this nation on the cutting edge of world leadership and competitiveness," Mr. Herrington said, reading a statement.

Calling the decision "of tremendous Particle Physics in Geneva. Larger devices are on the horizon. Soviet physicists are building a 13-mile atom smasher, and in Western Europe, physicists are constructing a 16-mile accelerator.

Throughout the development of the supercollider plan, the project has had passionate supporters and bitter critics.

One advocate restrained his glee today. Dr. Stanley G. Wojcicki, of the Lawrence Berkeley Laboratory of the

## Project likened to manned landing on the moon.

University of California, said no champagne corks were popping because the team's efforts, both technical and political, would have to be redoubled.

"Everybody is obviously very, very pleased," he said. "But it's just the first step. The next is to convince the Congress and the American public that this is a scientific project that justifies the expenditure." "

Critics have contended that the project would sap Federal funds from less glamorous, but equally important, areas of scientific research. They also say there are no guarantees that the giant facility will yield more discoveries than current or planned facilities.

### 'Approaching a Budgetary Limit'

The supercollider "may be close to the end of the line of large science projects," said John E. Pike, associate director of the Federation of American Scientists, a private group in Washington.

"The assumption has always been that we're going to be able to understand everything," he added, but with this project "we're approaching a budgetary limit."

"These devices are becoming so expensive, and what they're trying to find is so obscure, that we may be at the point where scientists can no longer justify the cost," he said.

Dr. Arno Penzias, a Nobel laureate in physics at A.T.&T. Bell Laboratories, has criticized the supercollider as a threat to the rest of physics research in the United States, much of it based in small laboratories at universities.

"For scientists the question to be answered is, what contribution of resources should the rest of science be asked to make to permit high-energy physics to build and operate the superconducting supercollider?" he has written. "The supercollider's capital cost will clearly squeeze capital expenditures for the other sciences."

Asked by reporters to be more specific in describing the collider's scientific importance, Mr. Herrington said he would do that at his Feb. 10 briefing.

The Secretary said the $60 million required for an immediate start on design and site selection could come from funds appropriated for other projects. He predicted bipartisan support for it in Congress. Preliminary studies begun three years ago have cost about $20 million a year.