

芝加哥美中貿易發展公司

CHINA TRADE DEVELOPMENT CORPORATION OF CHICAGO

25 EAST WASHINGTON STREET • CHICAGO, ILLINOIS 60602

(312) 263-6390

CABLE: MICHWADE

July 6, 1979

OBR/C/EC
3607

Mr. Donald I. Wortman
Deputy Director for Administration
U.S. Central Intelligence Agency
Washington, D.C. 20505

Dear Don:

Just a short note to let you know how much I enjoyed renewing our long acquaintance over the telephone this past May 2nd. I especially appreciated your thoughtful suggestions concerning Dr. Bowie of the Foreign Assessment Center. With your assistance, I would really welcome the opportunity to write or speak to him about my company's marketing research activities concerning China. Thank you.

The weeks since our conversation have been hectic but exciting ones for me. We operate a full-service China trade consulting firm. Dr. Wan Chi-Hung from Canton, China, is my partner here, and Dr. Wong Kwai-Lam is our representative in Hong Kong. Recently, we obtained our own 5,800-character Chinese typewriter from Shanghai, the first one ever to clear through U.S. Customs in Chicago.

Don, I look forward to our continuing association in the future. For your information, I have attached a copy of our statement of business services.

Thank you again. My very best wishes.

Sincerely,



Michael R. A. Wade

President

Attachment

芝加哥美 中 贸易 发展 公司

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The China Trade Development Corporation of Chicago is a full-service international trade consulting firm specializing in China and other Asian markets. Our corporate headquarters are in downtown Chicago.

Your benefits from working with us:

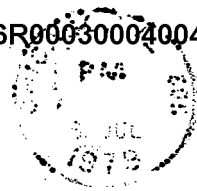
- o Increased profits: through our extensive knowledge and contacts, you obtain access to the vast Chinese market for the sale of your products, services, and technology.
- o Expanded sales: we perform market research in China; then, relying upon our unique understanding of the culture and business climate of modern China, we design effective promotional programs for your products.
- o Reduced costs: our established relationships with China's Foreign Trade Corporations spares your executives from wasting precious -- and expensive -- time seeking out contacts in China on their own. We carefully evaluate Chinese business and investment opportunities for you.
- o New sources of raw materials: through our negotiations on your behalf with Chinese officials, we help make available China's immense natural resources to meet your needs -- by direct purchases or by joint venture undertakings.
- o New sources of products: our representation services in China help you to conclude import agreements, to establish contract manufacturing plants utilizing China's low-cost productive labor supply, or to develop licensing arrangements with product pay-back plans.
- o The best translations anywhere: we specialize in business and legal correspondence -- agriculture, textiles, industry and manufacturing, science and technology, forestry, commercial law ... the new simplified Chinese characters. And our late-model Double Pigeon Chinese typewriter from Shanghai prints 5,800 separate characters with complete clarity.

China is the world's largest market. It offers great promise to the astute businessman.

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OF CHICAGO

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Mr. Donald I. Wortman
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Personal

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