The Physical Buildings

What is the rental price for manufacturing warehouse?

* $0.24 per square feet per month.

Land

What is the rental price for land?

* The local government will first access the company who requests for land, and if the company meets the requirements, the price will be $2230 per acre per 20 years.

Lease Agreement

Service Agreement

What service can STCC Park provide?

* STCC Park can provide services including initial market analysis, company registration, beneficial policies application, investment services etc.

Are there a number of major distributors located in Pidu? Do they have special facilities to handle my perishable product?

* If Pidu wants food and beverage, they should be able to tell us how prepared they are to receive and ship them.

How will my product get introduced to retailers and obtain shelf space without an extensive sales force?

* I assume we will need marketing specialist (to recommend) in each area. Perhaps AmCham can recommend, This target: supermarkets, convenience stores, chain stores "the retailer."

Can I rely on Chengdu marketing and sales promotion agencies to make the consumer aware of my product?

* Same as a above, only social media, PR and ad campaign to general public.

Local Government

Exporting to China

Shouldn’t I gauge the market by attending trade shows in China, first? What kind of help is available to me to be represented at trade shows?

* STCC can provide you with government economic information regarding the Chengdu market. The Department of Commerce, Commercial Services is a source for sanctioned trade shows and may be able to point you in the direction of sharing a US exhibit. (They weren't very helpful to me).

Can you help me analyze the costs, (shipping, taxes, duties) to ensure that my presence in Sichuan will be profitable?

* I have no idea. However, that is the kind of follow-up to the STCC market analysis, or even initial question, they'll be asking if they are first-timers. If they are sophisticated, they will do their own market analysis before committing to us.

What retail price for my product will the Central Chinese market bear?

* In the case of something like meat, beer or chocolates, Sunels staff will have to survey the market.

What is the logistical route my product will take from Topeka (KS) to Pidu (Sichuan)?

* I see the one shipment of KS beef left the U.S. from the Port at Long Beach, CA. Otherwise, we'd have to research Logistic firms.

Living in China

Will we have apartments for employees?

* Yes, the local government provides international apartments for employees and other high-level executives and professionals.

Are there any restaurants nearby?

* Yes, in our STCC Park we have cafeterias, local Chinses restaurants, fast food, and American restaurants.

Are there any shopping malls?

* Yes, we do have shopping malls. We also have supermarkets which will offer discounts for companies and employees in STCC Park.

What about the entertainment?

* We have a theater/cinema which is only 10 minutes walking from the apartments. We also have a KTV only 5 minutes walking from our apartments.

Transportation

Is local traffic convenient?

* Yes we have public commuter busses, low-price taxes and ubers, as well as the commuter light rail which will be opened to public in March 2018.