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**ANSI Manufacturer Member Roundtable in China**  
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Good morning, everyone.

My name is Joe Bhatia, and I am president and CEO of the American National Standards Institute.

It is my pleasure to be here today, and I would like to thank you all for joining us in launching the ANSI Manufacturer Member Roundtable in China.

Over the last several years, U.S.-China trade figures have told a story of growth and transformation:

- In 2000, U.S. imports from China surpassed 100 billion dollars for the first time.
- It took only three more years for the trade volume to surpass 150 billion dollars.
- Just four years later – in 2007 – U.S. imports from China had more than doubled to more than 321.5 billion dollars.
- And from the U.S. perspective, China has become the third largest . . . and fastest growing . . . export market.

In short, there could be no better time for us to launch this roundtable initiative.

Today's meeting kicks off what will be a monthly neutral forum for the China-based representatives of ANSI full company members.

We are launching this roundtable specifically for our manufacturer members. It is a great opportunity for you to share information, best practices, and experience with your peers. As participants, you will have a forum to discuss a number of relevant issues in the Chinese market, from standards and conformance to market access in both regulated and voluntary arenas.

Starting today, you will have the opportunity to:

- discuss challenges, opportunities, and strategies for succeeding in the China market,
- share information across industry sectors, and
- provide perspectives on issues unique to manufacture and distribution into . . . out of . . . and within China.

Although ANSI has created this roundtable for our manufacturer members, from time to time it may be appropriate to invite "guests" to join the table and contribute to the conversation. And, if there proves to be a need, ANSI will also consider establishing roundtables for other constituency groups that are active in China.

Though we are formally launching the roundtable today, the concept really had its genesis in 2008.

Beijing- and Shanghai-based representatives of several ANSI member manufacturing companies came together then for a series of informal discussions on the unique issues and challenges of the Chinese market. I am pleased that many of you are in the room with us again today.

Input and intelligence from this group has already helped to educate and inform ANSI members about standards-related issues in China.

I am thinking specifically about last summer's ANSI white paper, which focused on foreign participation in Chinese national Technical Committees.

We have also authored an issue paper on transparency and have worked to coordinate various constituencies – including conformity assessment bodies, manufacturers, and the U.S. government – to discuss their experience with the Chinese conformity assessment system.

These are a few some examples of how this roundtable will work to:

- disseminate information,
- identify issues of concern,
- share best practices, and above all,
- facilitate cooperation and collaboration across industries.

By focusing this roundtable on the exchange of information, ANSI is making a commitment to empower our manufacturer members with the standards and conformity assessment information resources they need.

One of the tools that is available to us is StandardsPortal, an online resource that facilitates international trade by helping companies better understand the standards, regulatory, and conformance related technical requirements that they face around the world.

StandardsPortal offers dual-language – English and Mandarin – material for the U.S. and Chinese economies, exploring the structure, history, and operation of each nation's standards and conformity assessment system.

For those of you who also do business in India, I am pleased to tell you that the site now offers resources on standards and conformance for the Republic of India as well.

I hope that you have already had the opportunity to use StandardsPortal, and we welcome your feedback and suggestions for any other information that would be helpful to you. Looking ahead, we will look to the ANSI Manufacturer Roundtable in China, as well as to our broader membership in China, to work in partnership with ANSI to further development and expansion of StandardsPortal. Together, we hope to develop new resources to make more information about standards and conformance in China available to all stakeholders.

Before we begin our discussion, I'd like to thank Elise Owen and Bei Gu of the ANSI China Program for their extensive efforts to coordinate this roundtable. Ladies, thank you both for your hard work.

And thanks to all of you for your attention. I look forward to working collaboratively with you today to learn more about the issues that are impacting your business.

Without further ado, let's get started!

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