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Food for Thought



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Looking at Labor

- the new labor law
- finding and retaining Chinese staff
- Xian-Janssen's novel training techniques

IPR: US vs China

- China's view of its IPR regime...
- ...and the view of USTR
- tips for protecting intellectual property

Like the horse poised on the sparrow, companies venturing into China must show deliberation as well as dispatch.

At HongkongBank we know that there is much more to efficiency than speed alone.

Our goal, therefore, is not only to respond swiftly to your needs, but to complement that service with tried and tested business advice.

When it comes to trade finance, for example, with our advanced telecommunications network, we can ensure that your business transactions are processed without delay.

But more importantly, our experience of China trade dates back well over a hundred years to the day we opened our Shanghai branch in 1865. An expertise that currently spans nine offices strategically located in major business cities throughout China.

So before you sprint out of the starting gates into the China market, you'd be well advised to pace the course with a seasoned runner.

After all, we know that the only way we'll succeed is by helping you to do the same.



SUCCESS IN CHINA REQUIRES A DELICATE BALANCE BETWEEN MOMENTUM AND CONTROL.



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