

# 芝加哥美中貿易發展公司

## CHINA TRADE DEVELOPMENT CORPORATION

OF CHICAGO

1110 GRANVILLE DRIVE • 1ST FLOOR  
NEWPORT BEACH, CALIFORNIA 92660

TEL: (949) 759-6950 • www.chinatradedevelopment.com • FAX: (949) 759-6612  
CHINA-TRADE@worldnet.att.net china-trade@attglobal.net

June 19, 2005

Antitrust Modernization Commission  
Attn: Public Comments  
Suite 810  
1120 G Street, NW  
Washington, D.C. 20005

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Gentlemen:

China Trade Development Corp. is a full-service Asian trade consulting, market research, product sourcing, and export management firm founded in Chicago in 1979, and relocated to the Los Angeles area in 1985. We are the first Asia specialists in the United States to be granted antitrust protection by the U.S. Departments of Justice and Commerce under the Export Trading Company Act. And to this day, we only export!

I am attaching a newspaper article from 1983 which describes our experiences in obtaining our Export Trade Certificate of Review. Note: our ETC Certificate is # 83-00012 ... and is listed under our "Trade Development Corporation of Chicago" name which we use for our (few) sales into Japan, Thailand, Singapore, the Philippines, and other Asian countries outside of China.

All of our sales -- industrial pumps, valves, motors, and the like -- are American-made products which we export (into China primarily). At our price range -- reflecting a level of quality higher than domestic goods made locally in China -- our competitors' products are primarily manufactured in Germany or in Japan (although sometimes we compete against Italian or French or British-made goods).

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Gentlemen, our entire marketing program depends absolutely upon our Certification with the U.S. Government's Export Trading Company Act. Our competitors from Japan and from Germany are giant firms operating with the imprimaturs of their own respective governments.

Frankly, purchasing agents in Chinese enterprises are often afraid to "make mistakes" by relying upon small business suppliers/vendors from foreign countries. Your Antitrust Modernization Commission needs to understand that the Export Trading Company Act provides export-related benefits far beyond the U.S. domestic antitrust arena. ETC Act Certification is critical by preventing Chinese buyers from "losing face" when purchasing from American small businesses.

Please please do NOT repeal the Export Trading Company Act. Help American small business exporters; please do not hurt us.

Thank you for your consideration.



Michael R. A. Wade  
President

Attachment

# Sun-Times

CHICAGO, MONDAY, DECEMBER 12, 1983

25¢ CITY, SUBURBS 40¢ ELSEWHERE

## A savvy small firm scores export coup



**Douglas  
Lamont**

**M**any folks think exporting concerns only big companies that make jets, cars and computers and have billions in assets and long lines of credit.

But Michael Wade, president of Trade Development Corp. of Chicago (TDC), thinks that's a multinational myth.

Wade recently won a battle at the Commerce and Justice departments by obtaining TDC's export trade certificate, the seventh in the nation and the first for Asia.

His export trading company will ship phonograph records and pre-

recorded tapes to Japan, where teenagers rank near the top of those with high levels of disposable income.

Export trade certificates, available under the Export Trading Company Act of 1982, are a no-nonsense leg up for American exporters in their quest for fatter overseas profits. Export trading certificates give American firms protection from antitrust suits. Certified exporters can share price and market information and divide up territories as long as their business decisions don't affect the domestic commerce of the United States.

Partisans believe certified export trading companies will in 10 years turn our trade deficit into a surplus.

Wade explains his good fortune in market terms: he says Japanese teenagers want to spend their wealth on high quality, virgin-vinyl records.

He says Japan hasn't established cable TV networks, and Japanese TV doesn't show full-length movies or full-length rock concerts. Wade intends to capture this home video market. He did market research in Japan and then signed up Handelman Co. of Clawson, Mich., a quarter-billion-dollar corporation of which his uncle is chairman, to provide him with records and tapes.

"I thought it would be easy," says Wade. "I was really naive about how long it would take to get a certificate. I applied July 4th weekend, worked on it through the summer, Labor Day weekend, the fall, and got it Nov. 23." But he says he was fortunate. "I found a champion, Phil Ray, an attorney at Commerce, who finally got Malcolm Baldrige, the secretary of Commerce, to sign my certificate."

Wade thinks it will be easier for others. "Commerce now has a director of export trading company affairs. They won't have to stop the clock like they did for my application," he says.

Like small businessmen everywhere, Wade had to get his certificate all by himself. He couldn't use lawyers, because they had no experience with the regulations for certification. He had to fight to get his company's market research studies exempted from antitrust.

There is a rumor that Wade is downplaying the most difficult Asian market: China. Don't believe it.

And as he reads telexes from Liu Xianqu in Peking, Tsuyoshi Hobo in Tokyo, Wong Kwai-Lam in Hong Kong and Veronica Helmer in Bangkok, writing them instructions about his next deal, he will be cheered by his peers at the International Business Council MidAmerica.

They know he did what others only thought about, but they know they have a model to follow in winning an export trading certificate and antitrust exemption and markets in Asia.