

**Business Delegation Trip
Water Sport and Yacht Industry in China
China International Boat Show
07th April to 16th April 2010**

Chinas water sport and yacht industry is mainly focused on export business. But this changes rapidly, as the Chinese population is exploring the water sport more and more.

The Olympic Games with its racing area at Qingdao as well as the America´s Cup China Team are showing that China will also play in this league.



By visiting the China International Boat Show in Shanghai, performing company visits and meet local foreign and native experts, we will give you the opportunity to look behind the scenes of the Chinese market.

Our business delegation trip offers the possibility to enlarge your knowledge about possible Chinese competitors, clients and supplier from the viewpoint of sales and purchasing.

It is our goal, that you see China not as a tourist or business traveler during this trip. We will offer the chance to get in contact with as much as possible local actors to gain a better understanding of the Chinese market.



This business delegation trip is organized by Mussenbrock & Wang GmbH. We are a consulting and service company with focus on the Greater China Area.

Mussenbrock & Wang has offices in Hamburg / Germany and Dalian / PR China and has a focus on the water sport and yacht industry in China.

Travel plan: (Date: 04th January 2010)

Day 1: Wednesday 07th April 2010	At 17:30 from Frankfurt to Shanghai with LH 728
Day 2: Thursday 8th April 2010 <i>- Shanghai -</i>	At 9:55 arrival at Shanghai. Transfer by using Transrapid – Shuttle bus to Hotel. During the afternoon Kickoff and visit at Shanghai Boot and Yacht Club . Joint dinner during the evening.
Day 3: Friday 9th April 2010 <i>- Shanghai -</i>	Visit China International Boat Show (CIBS) www.boatshowchina.com – Expert talk during the evening.
Day 4: Saturday 10th April 2010 <i>- Shanghai -</i>	During the morning visit CIBS / Exhibition port . Factory visit of a Taiwanese aluminum boat manufacturer . Visiting an importer and manufacturer of glasfiber motorboats and RIBs . Visiting a water sport service center . Joint dinner during the evening.
Day 5: Sunday 11th April 2010 <i>- Shanghai -</i>	Free day – if requested touristic program in Shanghai. During the evening bus trip to Hangzhou.
Day 6: Monday 12th April 2010 <i>- Hangzhou -</i>	Factory visit of a leading Chinese manufacturer of outboard engines . Factory visit of a Chinese manufacturer of marine gearboxes . At 17:35 with China Southern from Hangzhou to Xiamen – Arrival at 18:45. Free evening.
Day 7: Tuesday 13th April 2010 <i>- Xiamen -</i>	Factory visit of a leading Chinese glass fiber motorboat and sail-boat shipyard . Visiting the biggest Chinese marina . During the evening expert talk with a Foreign Owned Distributor of western yacht brands.
Day 8: Wednesday 14th April 2010 <i>- Shenzhen -</i>	Factory visit of a Chinese manufacturer of glass fiber motor yachts . Factory tour of a manufacturer of standard and automatic life vests . At 19:25 with China Southern from Xiamen to Shenzhen – Arrival at 20:30. Free evening.
Day 9: Thursday 15th April 2010 <i>- Hong Kong -</i>	Factory visit of a manufacturer of Electronic-Fishfinders and Echo-Sounders . Drive by bus to Hong Kong. Visit of the Royal Hong Kong Yacht Club . Farewell-Evening in Hong Kong.
Day 10 Friday 16th April 2010 <i>- Hong Kong -</i>	Free day in Hong Kong. At 23:20 with LH731 from Hong Kong to Munic at 05:30 (at 17.04.10). With LH961 from München at 06.25Uhr to Frankfurt – arrival at 07.30Uhr

Due to the long planning period, the schedule may change.

Travelservice and price:

- * Visa application for German citizens
- * All flights from / to Frankfurt with Lufthansa(Economy)
- * All flights within China
- * 8 accommodations in hotels – 3 or 4 stars – including breakfast
- * Lunch and Dinner or Lunch-Package (except during free days)
- * All Transfers
- * Fee for CIBS China
- * Company visits
- * Qualified guidance / consulting by Mussenbrock & Wang
- * English speaking travel guidance
- * Travel insurance

Price per person: 2890 € net

If you are travelling from a different destination in Europe, we can arrange additional flights for you!

Group size:

Minimum: 10 persons

Maximum: 20 persons

Organizer / Coordination:

Mussenbrock & Wang GmbH

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Travel Organizer:

BTO24 Business Travel Organizer GmbH

Friedensallee 118b

22763 Hamburg / Germany

www.bto24.de

Application

Herewith I bindingly register for the business trip **Water Sport- and Yacht Industry in China / China International Boat Show.**

Title, First name, Last name

Company / Title

Street, No., City

e-mail / Internet

Date, City, Signature

Applications are required until the 26th February 2010.

After your application, you will receive a travel contract.

For further questions, we are available at +49 40 38641444.