

Gansu visit June 2004.

Introduction

Participating were: Garry Moore- Mayor of Christchurch, Pamela Sharpe- Mayoress of Christchurch, Ian Hay- General Manager Strategic Development Christchurch City Council, Chris Pickrill- CEO Canterbury Development Corporation, Bill Studholme- Director Studholme Forestry Limited, Yaojin Feng- Principal Interpreter

The visit to Lanzhou was brief but in my view highly productive. In the day and a half that we had in the city we were clearly the guests of friends who had listened carefully to what we had said before we left New Zealand and very carefully to what was said at the meetings in Lanzhou. Garry Moore's careful use of the Wuhan/Christchurch planning document solicited the verbal request by Fei Yafu on the bus to the airport that a similar exercise be set up for 20 officials from Gansu later this year (September) for them to travel to Christchurch and complete a similar project with particular reference to Lincoln and Canterbury universities. It is essential that we rapidly set this in motion so an initial proposal can be put to Fei Yafu to ensure that the maximum benefit to both sides can be gleaned from the project.

Discussion around the trade fair was fruitful although Chris Pickrill quite rightly pointed out the time was just not available to set up more than an exploratory visit to the fair in August so that Christchurch business will be able to take advantage to show their wares and to examine in detail what Gansu has on offer at the next fair. The visits that we made and the people that we met raised an excitement in all the participants.

In the last 10 years the change in the province has been nothing short of remarkable. From the ride in from the airport I was very impressed at the general tidiness, environmental care, agricultural activity, very extensive protection and presumably ultimately production plantations established in what 10 years ago was very much the edge of the Gobi desert, and finally the quiet pride that all Chinese people have in their country and in their very huge achievements of the last decade. The Chinese step lightly with a straight back while exuding a quiet confidence in their future.

A photographic taste of Gansu follows:



Met at the airport by Fei Yafu



Village near the airport



Very extensive irrigated plantings



Village with plantings behind



Group on a Lanzhou street



Boys preparing vegetables beside café

There were several major achievements from the Lanzhou visit:

1. That the trade fair is worthwhile for a New Zealand delegation to attend and to visit this year with the objective of evaluating the fair so that there can be full New Zealand participation in future events.
2. That the proposals put forward by the Educational group (see appendix A) represent their strong desire to conduct wider and closer business relationships.

3. The tabling by Garry Moore of the Wuhan exercise solicited a very positive and almost immediate response from Fei Yafu who on the bus to the Airport proposed that a group of 20 Gansu agriculturalists and administrators travel to Christchurch as soon as a programme based at Lincoln University can be set up.
4. There was confirmation, and no doubt from our reception and the treatment, that the Christchurch/Gansu Sister City relationship is both in very good shape and considered a vital link for Gansu.

20 June, 2004 (Sunday)

Meeting with Officials from the Organizing Committee of the Lanzhou Trade Fair and discussions with them about the Fair that will be held in August 2004

The Following information was provided on the Gansu Investment Environment

Location

Gansu is located between 32° 11' to 42° 57' north latitude and 92° 13' to 108° 46' east longitude, connecting the east and central areas with west China with a length of 1655 km from the east to west and a width of 530 km from south to north. Its total area covers 425,800 square km. It borders Shanxi on the east, Sichuan and Qinghai on the south, Xingjiang on the west, Ningxia, Inner Mongolia on the north. It is bounded on the north by Mongolia. The ancient Silk Road and new Eurasian Continental Bridge traverse the whole territory and connect the Asia-Pacific region with Europe and even with the Atlantic region.

Lanzhou, the capital city of Gansu Province, is the largest hub of transportation and telecommunication in the province, as well as the web center in northwest China, as one of the 12 trunk pivots, 4 state railway lines and 6 state highways join here. The state trunk highways of Lianyungang-Huoerguosi, Dandong-Lhasa and Eurasian air route pass through the province. It is an important business and trade center with a strong capacity of promoting development of the surrounding areas.

Natural Resources

There are more than 2500 mine sites in Gansu. Reserves of 81 kinds of minerals have been proved, of which 11, including nickel, cobalt, platinum etc. are the largest deposits in China; 29 kinds of minerals rank among top five in China. The deposits of nickel and copper in Jinchuan rank second in the world. The proven reserves of exploitable oil amount 80.615 million tons. The total water energy reserves amount to 17.24 million Kw., including 11.2 million Kw exploitable. The present total installed hydropower capacity is 2.868 million Kw, presently only 25.6% of the total exploitable resource. Of the 9,500 types of Chinese medicinal herbs, some 1270 kinds are produced in the province.

Agricultural Resources

With its vast region, climate variation and abundant plants, Gansu has favourable conditions for the development of a diversified agricultural economy with special local characteristics. The province has 74.85 million mu (conversion is approximately 15mu/ha) of arable land, 2.16 mu per capita, ranking 6th in China. It is also one of the five major pastoral areas in China, covering an area of 249 million mu, consisting 31.71% of the total area. Mountains and slopes suitable for afforestation cover 70 million mu and another 28 million mu of virgin soil is to be developed for agricultural use. Gansu has much stronger solar radiation compared with eastern areas on the same latitude. Plenty of sunshine and great temperature difference are the ideal factors for the development of agriculture with high yield, high quality and high efficiency.

Tourism Resources

With a long history, Gansu has rich historical relics, special natural scenery and various nationality customs. The 1,600 km long ancient Silk Road constitutes one of China's premier tourist routes. There are over 10,700 cultural relic sites, 43 of which are under state protection, and 446 under provincial protection, including Dunhuang Mogao Grottoes which are listed as one of the world cultural heritage sites by UNESCO; Maijishan Grottoes named as the East Sculpture Museum; Jiayuguan Pass Tower, the western end of the Great Wall; Xiahe Labuleng Lamasery, one of the six major lamaseries of the Gelu Sect of Tibetan Buddhism, and Kongtong Mountain, the most famous mountain of Taoism. In addition, the unique glamour of desert scenery, grassland and glaciers, as well as ethnic customs, are world famous.

Transportation

The total designed mileage of railway lines in Gansu is 3,625 km, of which 2,672 km is formed. In line with the principle of giving prominence to two horizontal and two vertical lines, the total highway mileage comes to 40,444 km., forming the framework of high-grade highways with a density of 9.5 km per 100 square km. So far, the highway network, which leads to the prefectures and counties and connects neighboring provinces, has formed with Lanzhou as the center. There are four civil airports with 43 routes to more than 30 cities including Hong Kong. The development of water transportation is occurring, and the clearance of waterways along the Yellow River in Lanzhou and Baiyin sections is well under way.

Telecommunication

Programme controlled telephone systems are common in cities and counties of the province. Construction of the basic data communication net, such as digital transmission net, public data-grouping exchange net, public data and information net, public frame trunk net, internet and mass multi-media, has been completed in succession to cover the whole province. Lanzhou, the junction for state cable trunk lines such as Xi'an/Lanzhou/Urumsqi/Beijing/Huhhot/Yingchuan/Lanzhou, Lanzhou/Xining/Lhasa, Lanzhou/Chengdu, is also the hub of communication in northwest China. Mobile phone services cover the whole province, and rural telephone users have reached 879,000 and internet users 340,000.

Energy

As the center of the northwestern power grid, the Gansu power grid has a total installed capacity of 7.114 million Kw, of which the hydropower accounts for 3.234 million Kw or 45.46% of the total, and thermal power 3.88 million Kw or 54.54% of the total. The power generated in the year 2002 amounted to 33.96 billion Kwh. The main power transmission lines of 330 KV and 220 KV connect the power grids of Shaanxi, Ningxia and Qinghai, and cover the whole province. Most counties have 110 KV transformer stations and the power is available to every township. Yumen Wind Power Station with a designed capacity of 50,000 Kw is under construction.

Science and Technological Institutions, Human Resources

In Gansu Province there are 25 colleges and 208 professional schools with over 200,000 students, and 383 scientific research institutions staffed by over 410,000 professionals. A batch of key national laboratories, scientific research and educational institutions of high levels have been established with great strength and distinctive features. The ratio of technical staff among 10,000 people is 148, two times higher than the national average.

Market System

Gansu has about 1,800 markets of various kinds, including 122 specialized markets for computers, telecommunication facilities, household appliances, spare parts for electrical apparatus, motors, building materials, furniture, costumes and a big wholesale market for commodities and farm produce. All markets enjoy brisk sales. There are 32 markets or fairs for personnel, technology, labour, finance, capital, real estate and production factors. The Market in the Eastern part of Lanzhou has been listed as the key national wholesale market. China's Western Technological Personnel Fair is also amongst the key national ones.

Social Guarantee

The system of social guarantee has been improved. A set of social guarantee systems including unemployment insurance, endowment insurance and medical insurance have been basically formed.

Development Zones

Gansu Province has two state level development zones (Lanzhou High & New Technology Zone and Lanzhou Economic & Technological Development Zone) and 8 provincial level development zones (Lianhai, Baiyin, Jinchang, Xicheng, Tianshui, Dunhuang, Linxia and Wenfeng). In recent years, a large number of development parks like Baiyin High and New Technology Park have also been set up.

Lanzhou High and New Technology Zone, covering a total area of 29.18 Km², currently has 501 enterprises, of which 273 are of high and new technological nature and 47 are funded by foreign investors. Through ten years of development, five pillar industries including electronic information, new materials, biotechnology and new medicine, energy saving, environmental protection and advanced manufacturing technology have been established. Some specialized parks for software, private scientific and technological enterprises and pioneering work parks have been set up for staff who have studied abroad. Lanzhou Economic and

Technological Development Zone is soliciting investors for large-scale development of mechanical industry, electrical appliances, high-tech bio-medicine, food production, commerce and trade.

Openings to the outside World

Gansu has already established trade relations with 105 countries and sister city relations with 16 cities in America, Japan, New Zealand and Russia. There are 1,600 foreign-funded enterprises and 120 foreign financial institutions in Gansu. The foreign-funded projects involve power, chemical engineering, mechanical industry, light industry, metallurgy and service industry. Most of them have achieved satisfactory economic returns.

Lanzhou Investment and Trade Fair

Lanzhou Investment and Trade Fair (LITF) is a high-profiled economic event in Gansu Province, with widespread local influence. Since 1993, it has been successfully held for 11 sessions. The annual event has provided participants from China and abroad with an opportunity of understanding and accessing western China to enable participation in its development. It has grown into a major showcase to the outside world and an essential means to attract investment. Since its inauguration, with the themes of opening up exploitation, cooperation and development, LITF has been committed to promoting economic growth. The trade fair organizing committee has made every effort to explore and update their way of thinking on how to make LITF an even greater success. LITF is now dedicated to investment talks while focusing on such major activities as investment promotion, specialized exhibitions and tourism. LITF presents a fresh insight into the characteristics of Western China.

LITF is a window for opening up and friendly exchanges. At the LITF will be party and state leaders, leaders from over 20 state ministries and commissions, government officials, foreign diplomats and business people from more than 40 countries like the United States and UK. Over 100,000 participants from 30 provinces and municipalities have come for business talks and cooperation. A great number of world famous enterprises have made their debut through product exhibition and promotion at Lanzhou Investment and Trade Fair. LITF has become an important channel for investors and business people at home and abroad to reach out to the opportunities for business success in western China markets.

The 12th LITF will be held in Lanzhou city, Gansu Province 26 – 29 August 2004. The fair is sponsored by the China International Trade Promotion Council, All China Federation of Industry and Commerce, Tianjin Municipal People's Government, Chongqing Municipal People's Government, Heilongjiang Provincial People's Government, Shandong Provincial People's Government, Shaanxi Provincial People's Government, Qinghai Provincial People's Government and Gansu Provincial People's Government. They are assisted by China Machinery Industry Federation, China International Cooperation Association of Small and Medium - sized Enterprises, China Association for Investment in Enterprises, Hong Kong Trade Development Council, the Chinese General Chamber of Commerce, Hong Kong General Chamber of Commerce, the Chinese Manufacturers' Association of Hong Kong, the Federation of Hong Kong Industries, Macao Chamber of Commerce, Macao Trade and Investment Promotion Institute, Japan-China Economic Association, Japan External Trade Organization, Korea Foreign Trade Association and the Chinese Chamber of Commerce in Thailand. The fair is an undertaking of the Gansu Provincial People's Government and the Lanzhou Municipal People's Government.

The 12th LITF will give top priority to investment talks and property transfer, focusing on talent introduction, competitive resources development, economic restructuring, enterprise purchases and mergers, as well as building commercial and trade center in the northwest. It will feature specialized exhibitions, forums on cooperation and exchanges between small and medium-sized enterprises, business promotion, and various cultural and tourist activities based on Dunhuang culture, Fuxi culture and the Yellow River culture. The effective integration of economic and cultural activities will serve well as a platform for cooperation and exchanges between Gansu and the outside world.

There will be two exhibition zones, the 4th Western China Medicine and Herb Fair, the 6th Trade Fair for Building Materials, Automobiles and Machinery, and three specialized exhibitions including Gansu Cultural and Tourist Products Exhibition, as well as series of tourist activities.

In the discussion that followed it became apparent that Gansu particularly wanted cooperation on dairy and fine wools expertise at all levels of the industry from the farm to the final product.

It was particularly stressed that there was an undertaking by the Chinese that there will be an English translation of the Gansu investment fair web site by July 28th (www.gsinvest.com.cn). It was pointed out that while this would be too late for any active participation by New Zealand companies there would be an effort made by the CDC to sent up representatives who would assess the appropriateness and level of participation in future trade fairs.

Meetings in the afternoon included Governor Lu Hao, with Mr. Xu Shousheng, Standing Deputy-Governor, Mr. Liu Xiaoming, Deputy Secretary-General of Gansu Provincial Government, Mr. Guo Yingchun, Director-General of GSFAO, Mr. Fei Yafu, Deputy Director-General of GSFAO and Mr. Wang Daixi, Vice Secretary-General of Lanzhou Trade Fair & Vice Director of the Commercial Department of Gansu Province also present.

In the evening Governor Lu Hao hosted a Banquet in honor of Mayor Moore and all the delegates.

After the banquet we were taken on a trip along the Yellow river to visit the “Scenic Line”. The development of Lanzhou and the obvious pride of all people seen and met were very impressive as was a continuation of the frenetic building activity that is very obvious over all China.



Lanzhou: note tower cranes



A Lanzhou main street



A Lanzhou side street

21 June, 2004 (Monday)

The day started with a trip to Lanshan Mountain to have an overview of the City. The photos below give a taste of what was seen, a view that is very badly masked by the smog that covers the city. The air pollution Lanzhou is very high.



View over the city



Note the high level of pollution 9:00am



The city is edged by the loessal plateau

Lanzhou is built in a valley and is surrounded by very large petrochemical and other industries that together with motorcars contribute to a level of pollution that in high summer was very bad. What it is like in wintertime must be almost impossible. There is a real awareness of environmental matters that is particularly evident in this city on the edge of the Gobi desert. Huge strides towards a more congenial environment have been made in the last 10 years. There is, however, still a long way to go particularly, in the area of atmospheric pollution.

A series of photos taken as we traveled around Lanzhou illustrate that despite the obvious environmental pollution the city is relatively clean, the inhabitants show a pride in their place, and the amount of greenery

planted and gardens developed and nurtured shows a huge civic pride and a determination by the city fathers to get on top of the pollution.



Motivated citizens on tidy road



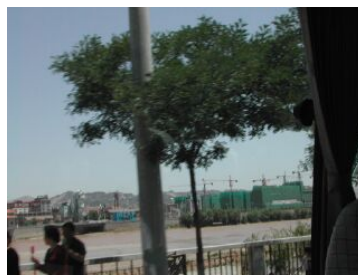
Roadside gardens



A city park



A tidy shopping precinct



Construction alongside the Yellow River



High rise along the Yellow River

The Lanzhou Foreign Language Senior High School was visited where there are two teachers sent over by the Christchurch Lanzhou Friendly Relations Committee as a continuation of the programme set up several years ago to send ESL competent teachers to assist with English language in Lanzhou and to ensure that the Christchurch relationship receives continual reinforcement. The reception the group received at the school was very enthusiastic and the work of the two teachers is building on that of their predecessors to the extent the Toni Byrne has renewed her contract with the school and will stay on for the rest of the year. In discussions with her, she said she is paid 2,000RMB (\$NZ 400) per month. From this she can pay her accommodation and basic living of 500RMB (\$NZ100) per month and save sufficient for her to afford to live over the holiday periods when her pay stops. Clearly there is not a lot of money to be made teaching in this way in China. Toni is of the view that the society she enjoys and the experience that she is gaining are invaluable. The school is very keen to see the scheme continue and despite the daunting prospect for New Zealanders of over wintering, is hopeful of being able to persuade the teachers to stay for the full school year. The relationship between the New Zealand teachers, the principal, Chinese teachers, and the students appears to be very good.



Garry Moore with welcoming students



Pam Moore with the NZ teachers

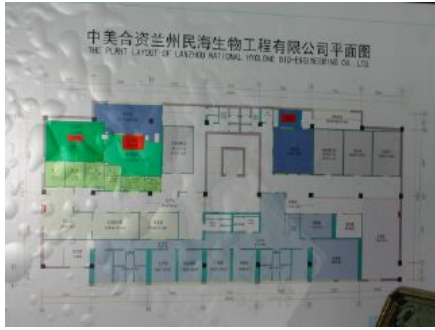


School buildings and support for sister cities

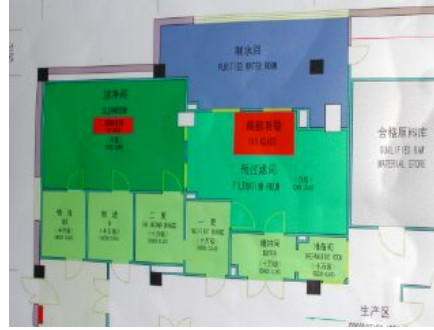
Visit Lanzhou Development Zone of High Technology

A visit to the plant of the Lanzhou National Hyclone Bio- Engineering Co Ltd a US/China joint venture that uses imported bovine offal as the basis of a Chinese traditional medicine production operation. This type of plant offers some exciting opportunities for a business relationship between Christchurch and Lanzhou. The size of the operation is not daunting and New Zealand's slaughter houses could presumably provide the necessary raw material for initial processing in Christchurch with further refinement for the Chinese market taking place in Lanzhou. The Chinese indicated that there is no difficulty in transporting refrigerated containers to Lanzhou. The operation was tied in to researchers at the Lanzhou University, who provide the

intellectual capital essential for success in such a business.



Overall plan of Bio-engineering Plant



Close up of the production area.

The next business visited was producing an “intelligent” card access system that appeared to be focused on the Chinese market. The plant produced card readers and cards that did not appear to be any more advanced than systems at present in use in Christchurch. There were no immediately visible areas of competitive advantage however there must be in the manufacturing area, which was not seen.



“Modern” card readers



Card readers



“Original” cards and readers

A visit to a software production laboratory and computer board fabrication area impressive if only by the concentration and application of the workers



Programming lab



Board production area.

A Meeting with Mr. Ma Qiming, Deputy Mayor of Lanzhou City and a banquet hosted by Mr. Ma Qiming concluded the morning’s activities.



Noodle making demonstration



Center piece of flowers Lanzhou

The afternoon was spent in business discussion with Mr. Zhu Hong, Vice Director of Economy & Trade Department of Gansu Province and 7 entrepreneurs, Mr. Yang Guocai, Secretary-General of International Chamber of Commerce of Gansu and Mr. Wang Daixi, Vice Director of Department of Commerce. This was followed by meeting with Madam Jiang Wenlan, Director of the Provincial Department of Agriculture, and a meeting with officials from the Provincial Department of Education.

Mr Hong in introducing his delegation indicated his department and the Chamber of Commerce's availability and willingness, to assist with the facilitation of business relationships. He concluded with the homily that as the relationship between Christchurch and Gansu was now 20 years old it was time for the 20 years olds to get married. Mr Hong had assembled a number of business representatives who he felt may have some applicability to this "marriage". Of particular interest were:

1. O K Seed Machinery Co Ltd a company established in 1958 to make seed processing machinery. The present range of equipment includes de-stoners, air screen cleaners, indented cylinder, gravity separator, de-winger, corn processor, coater, seed dryer, weighing and bagging machine, farm machinery, conveyers, etc. The machines are designed to clean, grade, and process grains, seeds, and all kinds of crops. They have rated capacity from 50kg/hr to 20tonnes/hr. The company web site is www.woksm.com
2. Cheezheng Tibetan Medicine Group established 1993 a company that has developed and improved traditional Tibetan Medicine by means of modern scientific and technical methods. The company utilizes a 20,000mu (300,000ha) natural plant base in Linzhi, southeast Tibet and had a sales income of 220million RMB (\$NZ44 million) in 2001.
3. The very academic Dr Jiang Wenlan Director general of the Gansu provincial Department of Agriculture and Animal Husbandry introduced her agricultural delegation. Madam Jiang is very well read and has interests in grasslands, ecology, environmental engineering, general agriculture and forestry. Her delegation indicated the following opportunities
 - a. Grassland research
 - b. Animal husbandry
 - c. Medicine and herb production
 - d. All crop and food areas
4. The educationalists present all felt that there were areas available for cooperation particularly with student and staff exchanges between the several Lanzhou universities and tertiary education institutes with their counterparts in Christchurch, University of Canterbury, Lincoln University, and CPIT.

The day concluded with a very successful banquet hosted by Mayor Garry Moore at the Lanzhou Legend Hotel in honor of Governor Lu Hao, Vice Governor Sun Xiaoxi, Vice Mayor Ma Qiming, Toni Byrne and Deborah Williams the 2 Christchurch teachers and the group.

22 June, 2004(Tuesday)

The group left the Hotel at 6:30am for the airport. It was on this trip that Fei Yafu proposed sending 20 junior administrators and officials to Lincoln University to repeat a similar exercise to that conducted with the Wuhan people. This was an exciting conclusion to what had been an intense and very cooperative two days. Chris Pickrill undertook to rapidly develop this so that the momentum that was evident during the meetings continues.

Conclusions

The Lanzhou part of the trip was very successful inasmuch as it was acknowledged by both parties that the friendships developed in the last twenty years, an initiative promulgated by Riwi Alley and nurtured since by the Christchurch City Council and the Gansu Government and the Foreign Affairs Office were very much alive. Again time will tell if the initiatives and the push in Gansu can be developed into tangible business. There is however a first mover advantage and the freely acknowledged friendship and mutual respect that both Gansu and Christchurch have for each other. There is an advantage as the scale in Gansu is generally smaller and more manageable than that of the rest of China. Gansu is in the early stages as one of the Chinese central government's development areas. The province lags several years behind the rest of the country but is making huge strides to catch up.

The main question that will be asked and the one that demands an answer is how successful was the whole trip. Time alone will be the best judge of that but there are a number of very strong pointers that indicate a success well beyond the expectations of many of the participants. The results of the trip from my point of view:

1. The educational aspect

If I have any regrets it is that we did not have more time to liaise during the Wuhan part of the trip with the New Zealand teachers and to discuss with them what we had gleaned from school and university visits and to have an opportunity to find out what they had learnt. I guess that we both had full schedules and were busy getting on with the job in hand and perhaps there was just insufficient time to combine more.

2. The organization

- a. CDC. The CDC put together a very full and focused programme that started with an excellent embassy briefing in Beijing and then wound into the China trip in a typically Chinese way. Starting low key as the all important relationships were established to the end of the week which was more focused and from which more precise ideas were forthcoming.
- b. CCC. The relationships had been firmly established with Lanzhou over the last 20 years and the group that went to Lanzhou did so as old and respected friends with both sides keen to progress business relationships. The schedule developed for Lanzhou was well balanced and focused on developing the business relationships.
- c. Trade and Industry. The initial briefing from Ambassador McKinnon and Trade Commissioner English at the new Zealand Embassy Beijing set a positive initial tone. Cate Hilavac NZ Trade and Enterprises information and technology provided very competent and innovative continuity and support to the whole group.

3. The group leadership

Garry Moore provided a supportive leadership that was appreciated by both the group and our Chinese hosts.

4. The group dynamics

The group jelled well and was supportive and interactive from the earliest moments. There was room for individualism but the organization ensured that the whole group moved as one. All in all a friendly group that extracted the maximum possible benefit from the Christchurch China relationships that were developed and enhanced during the exercise.

5. Wuhan

Was undoubtedly very successful. The key business and political people in Wuhan are now very aware of the opportunities that the Christchurch relationship has to offer. I have no doubt that the base laid by the Garry Moore Delegation provides a sound foundation that will enable these opportunities to be rapidly developed into mutually beneficial and sustainable business ventures.

6. Lanzhou

Building as it did on the 20 year old sister city relationship Garry Moore delegation's created even stronger business links in IT, nutrosuticals, animal by-products, seeds and particularly in agricultural and pastoral systems. There is an eagerness to develop inter university links in these areas and the offer to send 20 Chinese administrators and researchers to Lincoln University is an opportunity for Lincoln, Canterbury and CPIT that will initiate greater cooperation between Christchurch and Gansu.

The purpose of the trip was to introduce Christchurch business leaders to their Chinese counterparts, to represent their views at a high level, and to determine opportunities for reciprocal trade between China and Christchurch. The education, IT, electronics, nutrosutical, property development and agricultural systems sectors were particularly targeted but no opportunities to conduct business were ignored. In my view the trip was highly successful, a credit to the organisers and to the enthusiasm and cohesion of all participants..

W P Studholme
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6th July 2004.

Appendix A

Proposals for Education Collaboration between Gansu Province, P.R. China and Christchurch, New Zealand

Department of Education of Gansu Province (June 20th, 2004)

Gansu province is located in the northwestern part of China, having a population of more than 25,000,000, and covering an area of 425,800 square kilometers. The well-structured education system is composed of 31 universities and colleges, with a total enrollment of more than 7,600,000.

There has been a long history of excellent traditional friendship and education collaboration between Christchurch and Gansu province, and the former Baili Oil School and Shandan Oil School were founded by the support of our New Zealand friend, Mr. Rewi Alley. During the recent decade, the staff student exchanges have been carried out between *the* Baili Oil School and the Christchurch Polytechnic.

In order to strengthen the bonds and promote the development of education exchange and cooperation between Christchurch and Gansu province, some proposals are put forward as follows:

1. To establish the partnership between the University of Canterbury and Lanzhou University of Science and Technology, including the exchange of scholars, researchers, and students; collaborative research in the fields of interest to both institutes;
2. To establish the partnership between Lincoln University and Gansu Agricultural University, including the exchange of visiting scholars and researchers, implementation of the dual-degree program, and scientific research in the fields of crop sciences, animal sciences, plant protection, protection horticulture, the sustainable development in agriculture and rural areas and other fields of specific interest to both institutes;
3. To Support the Christchurch Polytechnic and Lanzhou Normal College to establish POLY International College, some of the college students will be involved in the Sino-New Zealand dual-degree program;
4. To facilitate the Sino-New Zealand Friendship Association to fund one of the education administrators in Gansu province to go to New Zealand for one year's study every other year; (*with Shandan school*)
5. The students studying in Christchurch will be chosen and sent to Lanzhou Normal College or other universities in Gansu province to study Chinese.