

Speech at the SPX Sub-Contracting Convention

Chongqing – Nov. 10, 2006

Presented by Mulugetta Birru, Ph.d, Director of
Economic Development for Wayne County, Detroit, Michigan

On behalf of Wayne County Chief Executive Officer Robert Ficano, I would like to thank Deputy Mayor Wu, and the organizers of the SPX Sub-Contracting Convention for inviting us and members of our trade delegation to be a part of this annual program.

In a very short period of time, Wayne County/Detroit and Chongqing have accomplished a number of valuable successes that we believe will be a very good model of promoting trade, investments, joint ventures, and other forms of collaborations.

In November of 2005, following our trade mission to Chongqing, we signed a business-partnership agreement with Chongqing. The agreement outlines areas of cooperation in diverse economic, social, and cultural programs. Both Wayne County and Chongqing have created a Business Partnership Advisory Board. The joint board meets once a year to set goals for the year, and to measure accomplishments.

Wayne County has opened an office in Chongqing and hired a representative to help us facilitate our joint mission. Several Wayne County companies and service providers are also expected to open offices here in Chongqing. We do this because Chief Executive Ficano and Deputy Mayor Wu have established a very strong working relationship.

We will have a booth at the convention where we will meet with many companies from the Chongqing region to explore business connections in the auto industries and other industries. As many of the automobile parts are starting to be built in China, it is very important to that we build the infrastructure very soon for the delivery of parts from China to Wayne County. Wayne County is also blessed with the abundance of companies engaged in tools and dies – and we have the highest number of competent engineers that support the auto industry in China through design, equipment supplies, and other core competencies.

We have about 28 people participating in this trade mission. They include the Chief Executive Officer of Wayne County Airport Authority, who runs two major airports. We have the Chief Financial Officer of the Detroit/Wayne County Port Authority, an agency that manages our ports that connect us with the world. We have also logistics/warehousing and distribution companies in our trade mission. As trade between Chongqing and China in general is blossoming, we see both Chongqing and Detroit/Wayne County be the centers of air cargo and shipment through vessels. Detroit/Wayne County is highly blessed with a network of highways and railways that we can reach 65% of the population of the United States overnight.

We also have participants from the our colleges who will establish partnerships with technical schools here in Chongqing.

We are confident that our partnership will benefit both Wayne County and Chongqing equally.

I wish SPX a wonderful convention that will continue to grow in the coming years.

Again, on behalf of Wayne County Executive Robert Ficano, I would like to thank you very much for inviting us to participate in this convention.