Learn about the candidates running for the 2019 Board of Governors
Voting begins November 14

Election results to be announced at
AMCHAM SHANGHAI ANNUAL GENERAL MEETING
November 29, 2018
Dear Members,

Election season is quickly approaching! Voting for the 2019 Board of Governors will begin on Wednesday, November 14 and the results will be announced at our annual general meeting on Thursday, November 29. This insert provides important information about the candidates and their platforms. There is also a reminder about voting rights. Please read carefully.

We have a slate of 9 candidates running for five vacant positions on the Board. The list of candidates is provided below as is the list of those Board members who still have a second year on their current term. There are several ways to learn more about the views of each candidate:

- Meet the candidates at the November 13 monthly members’ meeting.
- Look at the 2019 Board of Governors’ Election page on our website where candidates have posted information about what they would do if elected. This web page is currently under construction and will be available soon.
- Review the biography and platform statement for each candidate on the official ballot.
- Talk to the candidates directly at one of our events during campaign season (November 7 - November 26).

I encourage Chamber members to take advantage of these opportunities – become an informed voter!

Finally, who can vote? This is an important point because not all Chamber members have voting rights. We have roughly 2,000+ eligible voters, mainly from our U.S. corporate members and individual U.S. citizen members. For those who are associate members, please take note that not all associate members have voting rights. Each U.S. corporate member can identify up to two associate members with voting rights. If you are uncertain if you have voting rights, ask your company or call our membership office (6279-7119). Over the past several weeks, we have been in touch with all U.S. corporate members to update the list of associate members with voting rights.

All eligible voters will receive an electronic ballot with a unique code. If you do not receive a ballot, that means you do not have voting rights.

Current Board members who will remain on the Board for a second year are:

- **Eddy Chan**, Senior Vice President, FedEx Express
- **Christine Lam**, CEO, Citibank (China) Co., Ltd.
- **Stephen M. Shafer**, President, 3M Greater China Area, 3M China Ltd.
- **Grace Xiao**, Head of Global Public Private Partnerships, UCB Trading (Shanghai) Co., Ltd.
- **Simon Yang**, President, Asia-Pacific, Aptiv
- **Eric Zheng**, Senior Advisor, Shanghai Eastern American Steel Buildings Co. Ltd.

Candidates running for Governor:

- **Tony Acciarito**, President, Thermo Fisher Scientific China
- **David Basmajian**, Director of Internal Communications, Shanghai Disney Resort
- **Helen Hu**, CFO, Duke Kunshan University
- **Han Lin**, Deputy General Manager of Wells Fargo Bank, China
- **Paul Lin**, Chief Strategy Officer, OMD China
- **Charles Luo**, Co-Founder and Chairman, Alumni Platform of Overseas Universities
- **Michael Rosenthal**, Founder, U.S. Green Solutions
- **Tom Ward**, President, PIM China Ltd.
- **Chris Wingo**, Managing Director & Founder, China Sage Consultants

Sincerely,

Kenneth Jarrett
President
Biography

Tony Acciarito has been President of Thermo Fisher Scientific China since January 2018. Prior to this role, Tony was Vice President and General Manager of South Korea since January 2014, and was responsible for leading employees across multiple divisions in addition to developing and implementing a long-term strategic plan that led to rapid business growth in South Korea.

Tony joined Thermo Fisher Scientific in 2009 as Director and General Manager in Australia and was responsible for sales, marketing, and service management. He has a wealth of knowledge and more than 25 years of experience, starting as a laboratory chemist and followed by commercial roles within the scientific industry in various Asia Pacific regions. Prior to joining Thermo Fisher, he worked in senior leadership roles for Perkin Elmer, Selby Scientific, and Biolab, overseeing commercial and operational functions and leading a number of business acquisitions across Australia and New Zealand.

He holds a bachelor’s degree in chemistry from RMIT University of Melbourne and a Dip AppSci from NMIT in Melbourne. Tony is also a long-standing member of The Royal Australian Chemical Institute as a Chartered Chemist. Born in Australia, Tony speaks fluent Italian and English and has lived in both Australia and South Korea. He is now living in Shanghai with his wife and three boys.

Election Platform

I believe we are at a critical juncture of U.S.-China relations, and AmCham plays a significant role in reinforcing the important contribution of American businesses to China. We must strengthen our visibility and voice within national and local governments to improve the operating environment. I am an optimist and I believe in a mutually beneficial U.S.-China relationship and a business-friendly social-economic environment in China, which are critical for foreign companies and organizations such as Thermo Fisher Scientific and AmCham.

Thermo Fisher is the world leader in serving science. We have been operating in China for more than 35 years. Our broad business scope includes cutting-edge technologies in all industry sectors, such as life science, biotech and biopharma research as well as healthcare and environmental protection. Innovation is at the core of what we do at Thermo Fisher, and our scale and experience allow me to support existing members and influence other potential members to be part of this important organization.

With your support, I look forward to committing my time and making a valuable contribution to building a strong and sustainable relationship between the U.S. and China, as well as creating a sound business environment for all American companies.

Contribution to AmCham Shanghai

Thermo Fisher Scientific has been a member of AmCham for many years. As the world leader in serving science with innovation at its core, we provide a strong network in and beyond our industry. Our business covers diversified markets including healthcare, life science, biopharma, food and agriculture, and environmental protection. With over three decades’ experience of running a successful business in China, we can bring profound insights and knowledge to help improve the overall business environment for AmCham Shanghai and even larger membership base.

With around 5,000 employees in China, Thermo Fisher is keen to have more involvement in the AmCham Shanghai community to influence our associated business partners and individuals across all industries. I am also encouraging our team to form a taskforce to develop an annual collaborative strategy with the Chamber office and committees, and actively participate in Chamber activities including conferences, networking events, and CSR activities. I believe that this collaboration can benefit all parties, and most importantly, support greater visibility of the Chamber and support long-term sustainable development.
David A. Basmajian
Director of Internal Communications
Shanghai Disney Resort

Biography
David Basmajian is director of internal communications at the Shanghai Disney Resort, the first Disney resort in China’s mainland. As part of Disney’s public affairs function, the internal communications team engages more than 11,000 Disney Cast Members every day.

With more than 20 years’ experience working in communications and public affairs, David held several in-house and agency roles prior to arriving at Disney including most recently, APCO Worldwide. Before that, he served as AP head of policy for Baxter International, a U.S. medical technology company where he developed and executed public policy and stakeholder engagement strategies to support Baxter’s businesses in the Asia Pacific region.

David has had a long association with AmCham Shanghai. Before being elected to the board of governors, David served as co-chair of the Chamber’s Healthcare Committee for two years. David joined AmCham Shanghai as director of communications & publications after arriving in Shanghai in 2009.

Election Platform
When I was elected to the AmCham Shanghai board, I ran on a platform calling for the Chamber to recommit itself to adding value to member companies. We have made progress over the past two years but there is more work to do. The question for the chamber remains one of relevancy – how best to support member companies in an increasingly challenging, yet vital, China market?

The board, as the elected representatives of the membership, must ensure that our next president develops a strategy that responds to the unique challenges faced by U.S. businesses in China. The next board’s role will critical - to provide oversight, guidance and support to ensure that happens.

Drawing from my experience as a board member, committee chair and a Disney executive, I’ll advocate three objectives that I believe must be fundamental to that strategy.

Elevate Committees. As a board member I led an assessment of the committee program. A key finding was that elevating committees and committee leaders will be critical to the Chamber’s success moving forward. Some progress has been made but I continue to believe proven committee leaders should have more say at the Chamber, more access to the board and be given more opportunity to offer their expertise to support the Chamber and member companies.

Aggressively develop innovative programming and services. We have an increasingly diverse membership. The market here is changing. AmCham Shanghai needs to be more nimble, more strategic in how we deliver value to members. I’m a supporter of the Suzhou and Nanjing centers and development of our digital platforms. Partnering to draw top tier speakers to engage members is an opportunity.

As U.S.-China tensions rise, strengthen the Chamber’s voice. As the largest AmCham in China, we offer the most compelling perspective on China’s business environment and I applaud our active role over the past year. A stronger presence in the media, active engagement with government and key opinion leaders – all underpinned by data mined from Chamber surveys, snap polls and focus groups – will be critical to effectively representing member interests in the months and years to come.

I look forward to working with all of you in 2019. Thank you for your support.

Contributions to AmCham Shanghai
I have been an AmCham Shanghai member since leaving the Chamber as director of communications in 2013. Since that time I have served as chair of the Healthcare Committee and a delegate to the Washington, D.C. Doorknock. I was elected to the AmCham Shanghai Board for the 2016-17 term.

The Shanghai Disney Resort has been a member since opening in 2016 and The Walt Disney Company is a long time member of AmCham Shanghai. Disney has sponsored many Chamber events over the years and will be a sponsor of the 2018 Government Affairs Dinner. The Shanghai Disney Resort won the AmCham Shanghai CSR Engagement award in 2016 and 2017.
Helen Hu
CFO
Duke Kunshan University

Biography

Helen Hu is the Chief Finance Officer at Duke Kunshan University (DKU), a cooperative joint venture between Duke University of the U.S. and Wuhan University of China. In this role she is responsible for several functions including finance, procurement and information technology.

Prior to joining DKU, Helen was the Asia CFO for International Paper for nine years, with responsibilities in finance, IT and administration for the region. In her 20-plus-year professional career, Helen has also worked for multiple multinational companies in progressive leadership roles, including China CFO for Ferrari Maserati Cars and Finance Manager for McCormick in China and the United States. Prior to that, Helen also worked for Tate & Lyle, Kimberly-Clark in the United States, and a trade company in China handling import and export business. She has accumulated rich and practical experiences in corporate finance, control and compliance, risk management, FP&A, M&A, restructuring, system build-up and people development. Helen has served as a board director for joint ventures as well as wholly foreign owned companies during her tenure with International Paper.

Helen is actively involved in business community activities. She was elected in 2016 as a 2017-2018 board of governor for AmCham Shanghai and was appointed Treasurer for 2017 and re-appointed for 2018.

Helen received her bachelor's degree from the University of International Business and Economics (UIBE), China, in 1992, and an MBA degree from Wake Forest University, U.S., in 1997. Helen is an active AICPA and CGMA member.

Election Platform

Since returning to China from the U.S. in late 2003, I have been living in Shanghai and working for multinational companies across different industries including food, auto, paper and education. My roles as a finance leader and a director in these organizations allowed me to gain both a solid understanding and rich experience of the investment environment, business practices and cultural differences, as well as in exploring opportunities and handling challenges.

For years, I have been actively involved in AmCham Shanghai, participating in various activities and events, and interacting with business leaders. I can relate well to a broad range of the issues that American businesses big or small may face at the strategic or operational level, especially under current situations. This is a community that I am passionate about and proud to be a part of.

To give back, I joined the 2016 election and was elected to the AmCham Shanghai Board of Governors for 2017 and 2018. During this two-year term I was appointed in both years as Treasurer and Chair of the Finance Committee and have overseen AmCham’s financial results’ return to balance. I am now seeking a second term on the AmCham Shanghai Board of Governors to continue serving this business community.

If re-elected, I will continue seeking inputs from our members and business leaders on how AmCham Shanghai can enable their success in a rapidly changing market, collaborating with all other fellow governors, and providing AmCham Shanghai with strategic direction to sustain its value and be an increasingly useful resource to the American business community.

I look forward to your continuous trust and support and to having the opportunity to contribute to AmCham Shanghai.

Contributions to AmCham Shanghai

Personal contribution:

• I have served as a board of governor for the 2017-2018 term and was appointed in both years as Treasurer and Chair of the Finance Committee. I duly attend board meetings and provide inputs along with other BOG members to guide the Chamber strategically. Being Treasurer and Chair of the Finance Committee, I take initiative and diligently lead the Finance committee to timely review financials, to provide guidance, and support the Chamber management team in achieving balanced financial results.

• Attend various AmCham Shanghai events and activities, being active in promoting AmCham Shanghai to prospective members and engaging current members.

• Attend committee events where I discuss business issues and share experiences with participants as a way to contribute.

• Sign up as a mentor and attend Mentor Walk to support AmCham initiatives.

• Support participations and sponsorships of International Paper over the years in AmCham Shanghai events.

• Encourage colleagues to attend different programs AmCham Shanghai has organized.

From my company perspective:

• International Paper: has been a long-time member of AmCham Shanghai, supporting various events, and historically has had senior leadership on the board via election.

• Duke Kunshan University: my new employer has been an active member and has sponsored various events, in particular in the YRD area.
Han Shen Lin
Senior Vice President, Deputy General Manager
Wells Fargo Bank, N.A. Shanghai Branch

Biography
Han Lin is Deputy General Manager of Wells Fargo Bank, Shanghai. In his role, Han supports bank governance and advises Wells Fargo commercial customers on their U.S.-China cross-border strategic financing and trade needs.

Han began his career with Wells Fargo in 2004 in Charlotte, N.C. where he was involved in a series of strategic initiatives encompassing credit, payments, trade and acquisitions. Two years later, he moved to China where he has been ever since.

Han completed his undergraduate studies in business at the University of Michigan. He later completed a master’s in International Studies from the Johns Hopkins School of Advanced International Studies (SAIS), a master’s of science in Global Finance from the joint NYU Stern Business School-HK University of Science and Technology program, and a law degree (LLM) in Chinese commercial law at Fudan University Law School.

Han previously served in the U.S. Marine Corps and is a Returned Peace Corps Volunteer with service in Ukraine. He is currently the Chair of the Financial Services Committee, American Chamber of Commerce Shanghai. Han lives in Shanghai with his wife and two daughters.

Election Platform
AmCham Shanghai has always been a rich ecosystem of learning, community and advocacy – a unique status all the more relevant as U.S.-China relations take a complex turn. But its spirit lies in the membership. If selected to the BOG, I would focus on the following:

1. Bolster the development of relevant informational events that inform, and educate our membership as they navigate in the evolving China environment

2. Reach out to the younger and women membership, and encourage more of their active participation through mentoring

3. Support initiatives to strengthen government engagement such that the views of AmCham Shanghai are increasingly heard

4. Dedicate myself to the healthy governance of AmCham Shanghai

Although born and raised in the U.S., I’ve had the pleasure of working in China for over 12 years. Prior to my current position, I’ve had stints in the U.S. military, non-profits, large MNCs and startups. As a result, I believe I bring a multi-faceted and energetic view of looking at China. I’ve channeled much of that enthusiasm by volunteering as Vice-Chair/Chair of the Financial Services Committee for the last five years. During that period, I’ve arranged 50+ member events, attended 20+ U.S. delegation meetings, supported advocacy publications (i.e. Viewpoints), and provided input on many of AmCham Shanghai’s development themes in support of the membership.

I appreciate what AmCham Shanghai represents and what more it can offer. If given the opportunity to serve on the BOG, you’ll always have my dedication and my ear for your thoughts.

Contributions to AmCham Shanghai
During five years as the Vice-Chair & Chair of the Financial Services Committee, I have had the privilege to

1. Directly organize over 50 events (in collaboration with other committees) on a multitude of financial services and economic topics of interest to:
   A. General AmCham Shanghai membership – Example topics include S&P Global Economic Outlook, Blockchain, Insurance Industry Primer, RMB Internationalization
   B. CFOs – Examples include Corporate Tax, Finance Talent Retention, Technology Trends, Government Affairs management, and other topics specific to CFOs, Treasurers or equivalents
   C. Senior Financial Services Practitioners – Examples include Regulator Relations, Capital Controls, etc.

2. Represent AmCham Shanghai on three Washington DC Doorknocks, as well as participate as an subject matter expert (SME) in meetings with over 20+ visiting U.S. delegations to Shanghai.

3. Support Advocacy through AmCham Shanghai publications such as White papers (i.e. Shanghai as an International Financial Center), Viewpoints (i.e. China Capital Controls)

4. Mentor a number of junior members (i.e. Future Leaders Program Committee), and women (particularly in the CFO forum which averages 70-80% female/male ratio) to become more active in the AmCham Shanghai community

He is reachable via LinkedIn under Han Shen Lin
Biography

Paul started his career during Dot Com, when the first wave of the Internet was the Wild West and nobody had a business model. He fell in love with technology & the start-up culture and carried that passion to world class Ad Agencies like DDB, BBDO and Saatchi.

Paul has worked across multiple categories and markets for some of the best brands in the world. He is passionate about the creative process, and specializes in crafting integrated and holistic solutions that solve client’s business problems. As a way to give back, Paul gets involved with the Marketing/Tech community to help drive advocacy and policy. Paul has been the Chair of the Marketing & Media Committee at AmCham Shanghai for five years. In addition, he acts as a Mentor at Accelerator programs and works closely with start-ups and entrepreneurs to help them build their businesses. He is actively involved in thought leadership groups and runs a couple of Talent groups that focus on nurturing young and mid-level talent on career ambitions and jobs.

Paul’s a leader, a collaborator, an advocate for great ideas. He has lived in the U.S. and Canada, and now calls Shanghai home.

Election Platform

We live in a world of Perpetual Beta – where the environment is filled with constant change, uncertainty yet excitement. The traditional models of business are morphing, and disruption is constant - from U.S.-China trade, to new tech innovations coming from Tencent and Alibaba, to the emergence of the sharing economy with startups like MoBike.

This level of modernization is something I want to bring to AmCham Shanghai – to evolve the institution and people towards the future without neglecting its past.

- **Representing AmCham Shanghai Members** – I will listen and advocate for your interests. As an active member and Committee Chair for over five years, I understand the needs of AmCham Members, the entrepreneurs and companies that make up the Chamber, and the business that happens within it.

- **Transforming how AmCham Shanghai operates** – My work in the fast-changing world of Technology and Digital Marketing gives me the experience to make this happen. I have been a part of organizations going through “digital transformation”, so I understand what it takes. My inside out perspective from leading my Committee over the last five years will ensure a seamless execution.

- **Making AmCham Shanghai more inclusive** – I want AmCham SH to be as inviting and diverse as possible – no matter who you are, where you come from or where you work. The needs of all of our members (individuals or small/medium size businesses) are equally important and deserve our support. I firmly believe this will build a stronger Chamber and foster a Community that is fitting for Americans in Shanghai.

I am actively involved in the business community in Shanghai, attending meetups, accelerator programs and conferences. This has allowed me to build a strong network of changemakers, tech entrepreneurs and thought leaders all wanting to make a difference in China. This is something I want to integrate into the DNA of AmCham Shanghai.

I’m humbled and honored to just be here. I look forward to your support. Please reach out with any questions.

**Contributions to AmCham Shanghai**

- AmCham Shanghai member since May 2012
- Chair of Marketing & Media Committee for 5 years.
- Created 5 years of Marketing Events:
  - Superbowl TV Ads Creative Showcase x 4
  - Brand America
  - Chinese Middle Class Consumers x 4
  - CEO Series x 5
  - Search Marketing 101
  - WeChat Masterclass Workshops x 4
  - Chinese Naming of Foreign Companies
  - New Retail with The Economist
  - Business Transformation Lecture
  - E-commerce/Social Media Workshops x 3
  - Brandz Top 100 Chinese Companies Report x 3
  - AI & VR Marketing Showcase
  - Data Strategy 101
  - KOL Influencer Showcase
  - Sit on Advisory Board to create the new Digital Strategy in 2018.
  - Sat on Advisory Board that wrote RFP for AmCham Website redesign back in 2013/2014. Part of the Selection Committee for digital website project.
  - Sat on Advisory Board that shaped AmCham New Members Communication in 2014/2015/2016.
  - Sat on NEC in 2017
  - Conducted 2 sessions with FLC Committee on Future Leaders and the Jobs of the Future.
  - Mentor for New Member Orientation Mixers that happen every quarter
  - Sat on the panel for the release of the China Business Report 2015
  - Sat on the judging committee for 2018 FLC Awards.

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plin77@yahoo.com
Charles Luo
Co-Founder and Chairman
Alumni Platform of Overseas Universities

Biography
Charles Luo was born and raised in China and pursued his educational dream in his early twenties in the U.S. After earning his bachelor’s degree from the University of Wisconsin and a master’s of International Management from Thunderbird School of Global Management, he began his teaching career in colleges and universities in California. While teaching, he started his first company importing products from China and distributing them to stores in 30 states. Later, Charles invested in a manufacturing facility in Suzhou making his own products for export to America. For the last 15 years, Charles has consulted on and helped many Chinese and U.S. companies in areas of cross border investment, country entry strategies, market research, and project management. Five years ago, he and his wife moved back to Shanghai and he continues his consulting business based in China. Attracted by the value of both rich content and the networking environment at AmCham Shanghai, he decided to join the Chamber and volunteered his time to serve as vice chair of education committee and has helped to organize and lead committee events. He has also volunteered his time in bringing memberships, sponsorships, Chinese affiliates and industrial park program partners to the Chamber.

Charles advises several American TechEd companies from the U.S. on the China market. Charles serves as an executive board member of the China-US Investment Council, which was previously the AmCham-supported InvestUSA Committee. He co-founded and chairs the Alumni Platform of Overseas Universities. He is also an Economic Counselor to the Jiading government in Shanghai.

Election Platform
“A STRONGER MEMBERSHIP, A STRONGER CHAMBER”
I have been a long-time supporter and member of AmCham Shanghai by serving as one of the vice chairs on the education committee and adding more members to our Chamber by promoting our events and services to individuals, companies, Chinese affiliated members and industrial parks. I believe a larger and more diverse membership is the basis for a stronger Chamber.

How can we accomplish this?
1. Create an Advisory Board for our Chinese Affiliated Members Program.
   Creating an advisory board of several high-profile individuals from top Chinese companies, such as Fosun Alibaba, Tencent, Suning, etc., will not only make this program stronger but also attract many more Chinese leading companies to become Affiliate members.

2. Create an AmCham "Student & Young Professional" Rate Membership Category.
   Shanghai attracts many international students and other young talents from around the world. AmCham members should benefit from the great networking environment of the Chamber and grow professionally through AmCham committee events.

This membership category (28 or younger) with a slightly lower rate will attract not only a “fresh” category of members but also be a base to feed into other categories of membership as they grow and become the future leaders of AmCham. We should create a new committee called “The Overseas University Alumni Committee” to attract these young individuals as many of them are associated with local alumni chapters.

3. Create an AmCham Shanghai Best Contribution Annual Award.
   One of many things that makes AmCham Shanghai so great is the contributions by the Chamber members, committee and board volunteers. It is essential to motivate ALL members (corporate and individual) to make such contributions on an ongoing basis. Recognizing those that make great contributions with a “Best Contribution Annual Award” in several categories will help motivate members and quite possibly help increase the renewal rates, especially for individual members and “young professional” members.

If elected, I pledge to help introduce and manage the above initiatives. I am passionate about doing business in China and clearly understand its importance to building mutual understanding and respect between our two great countries. Personally, serving AmCham Shanghai and its members as a Board member would be a true honor. Thank you.

Contributions to AmCham Shanghai
I. Committee or Chamber event work during the past 12 months
1. Vice Chair, Education Committee of AmCham Shanghai
   Have helped to organize and lead events by the committee

II. Promotion of AmCham Industrial Park Initiatives, Memberships, and Chinese Affiliate Members to the Chamber

III. Promotion of AmCham Shanghai through affiliated organizations
1. InvestUSA Committee joint event
2. Thunderbird Executive Training Programs
3. Alumni Platform of Overseas Universities joint program

IV. Initiated proposals intended to enhance AmCham Shanghai long-term
1. Overseas University Alumni Committee
2. AmCham Shanghai Student/Young Professional Rate Category
3. Advisory Board for the Chinese Affiliate Member Program
4. AmCham Best Contribution Annual Award

Please reach me for more information:
Email: charlescharlesluo@ysahoo.com
Wechat: charlesluo777
Biography

Michael Rosenthal has been managing organizations for more than 20 years. He graduated in 1985 from the University of Massachusetts with Departmental and University Honors and in 1988 from the American University Washington College of Law. He clerked for two federal judges and served eight years as a Federal Prosecutor with the United States Department of Justice, receiving an Outstanding Trial Attorney Award from the United States Attorney General in 1993 and 1996. Michael moved to the Republic of Palau in 1998 and served as Special Prosecutor and later Minister of Justice for the Country. He served two years as the Palau Bar President and taught at Palau Community College. In early 2005, Michael moved to China to serve as Asia Pacific CEO for Day Light Inc., USA, and has subsequently worked in several industries including environmental, education, human resources, fashion, retail, health/beauty and media. He is the founder of US Green Solutions, Imperial International Competitions, Regal Training and the Greater Las Vegas China Business Club. Michael is also a highly rated professional trainer and executive business coach who has provided services to international Fortune 500 companies such as Baxter, Bayer, Shanghai GM, Johnson Controls, SAP, SAIC, Volvo, Prudential and others. Michael has served four years as Chairman of the American Chamber of Commerce in Shanghai Environmental Committee. He is also an actor/model who has appeared in numerous movies, television shows/commercials, produced/directed various promotional videos, and has been the host/emcee/panel facilitator for many events.

Election Platform

Serving on the American Chamber of Commerce in Shanghai’s Board of Governors is a privilege and responsibility. It is a privilege that is reserved for those who have actively and substantially contributed to Chamber goals through ongoing Committee or Chamber work. I have been one of the Chamber’s most active members since first joining in 2005, and I have made significant voluntary contributions to AmCham including chairing the AmCham Environmental Committee for the past four years. I have also supported the organization by serving as emcee for various events, providing my voice for the 100 Year AmCham Anniversary Video, and being a featured speaker at various Chamber meetings.

Serving on the Board is also a responsibility. These positions should be reserved for those who have proven that they serve the organization and will make an effort to attend Chamber events and work to benefit all members. Being a member of the Board is about service to others, not a position for those who merely want reward without effort. Additionally, those who serve should have a deep knowledge of Chamber operations and the broad range of issues facing our members. My record reflects this knowledge, these values, and my commitment to the Chamber.

AmCham is a great organization which can be improved with more member-focused efforts. Several recommendations which I have championed over the years include: (1) a mentor program pairing new and existing members to help new members feel more welcomed and become more active; (2) more collaboration with like-minded stakeholders (e.g. other chambers, organizations, universities), to bring more benefits to the members; (3) implementing event and speaker guidelines thus ensuring that events are more member focused and provide greater value; (4) greater opportunities for business matchmaking events and platforms; (5) a variety of initiatives to promote and benefit companies that are engaging in environmental activities; (6) ensuring Board Members and Committee Chairs regularly attend events at which they can engage with and understand member needs in order to ensure that Chamber policies and activities are responsive to members’ needs.

This is a particularly challenging period for U.S.-China relations and for the growth of the Chamber. AmCham can, and should, have a greater role in providing a competitive advantage for its members. To ensure our role in the business community, our organization must be a champion and leader for assisting members to have great business prospects. If elected to serve on the Board of Governors, I commit to bring my experience and my passion to make AmCham an even better organization.

Contributions to AmCham Shanghai

My contributions to AmCham are as follows:

- Active member, first joining in 2005
- Environmental Committee Chair since 2015
- AmCham SME Conference Panel Moderator (2017)
- AmCham Independence Day Emcee / Performer (2018)
- Charity Gala Emcee / Performer / Auctioneer (2017, 2018)
- Voice actor for the 100 Year AmCham Anniversary Video
- Speaker at several Chamber meetings including entrepreneurship (2017) BCSR (2018)
- Proponent of, and contributor to, Insight Magazine - May/June 2017 Issue “Getting China Green”

My email is: president@usgreensolutions.us
My WeChat is: mjrshanghai
Biography

Tom Ward is a China-focused industrial markets consultant who has been working with Asia-Pacific businesses for over thirty years, initially as a trader of American industrial products with the last twenty-one as a resident of China. He has conducted projects in most East Asian countries including Japan, Korea, China, Hong Kong, Taiwan, Thailand and Singapore.

In his early years in China, Tom focused on China market entry projects for construction materials and established local production of licensed protective coatings here in Shanghai. At the end of his last assignment in 2005, with DuPont China, Tom formed PIM China, Ltd., to provide industrial market opportunity analysis and strategic consulting services for multiple industrial clients.

Currently, Tom and his colleagues are engaged in industrial products and specialty materials market entry and expansion projects. In the past thirteen years they have consulted within the full range of manufacturing in China, and throughout most provinces. Tom and his team also support American investors to conduct targeting for China acquisitions.

With over 30 years of Asian business experience, he is articulate in the different business customs of the region, openings and barriers to market entry, and the various ways and means of creating successful business ventures in China’s highly complex industrial markets.

Election Platform

It is challenging to select which candidates to vote for, as each one has been thoroughly vetted and is qualified to serve on the board. I am honored to be one of them.

If elected I will commit to the Chamber’s continuation and expansion of providing meaningful programs and events that inform and serve our membership. As a candidate I have selected two focus areas if selected as board member.

Membership Growth

In particular, if chosen by you to be on the board, I will volunteer to help grow our numbers and lead a membership drive within our current corporate member companies. Many of them have two or three top executives on our rolls whose schedules keep them from attending many of our events. Some of them have over a thousand employees with no mid-managers attending and benefiting from our seminars, conferences, and committee focused programs. Bringing them in as associate members would enable them to receive our event notices and attend those of interest to them.

American Business Advocacy

In addition to increasing our membership I will actively support and participate in our being the voice of American businesses in China. Throughout my twenty years with AmCham we have not experienced such troubling tensions between our two countries. It is especially important to assure that our concerns are heard by both the Chinese and American authorities. This should not be limited to our door knock, but expanded with position papers, articles in both the American and Chinese press and focused meetings with representatives of both governments.

Thank you for reading this and participating in our election. If you wish to make me aware of any particular issues affecting your business in China, you may email me or contact me by WeChat.

Contributions to AmCham Shanghai

Over the past twenty years I have been pleased to serve AmCham Shanghai in various capacities as follows:

• Founder and chair of the SME Committee (Now Entrepreneurs Committee)
• Chair for AmCham Fourth of July Party
• Member of our Washington Door Knock team
• Panel Moderator for AmCham Suzhou
• Panelist for AmCham Suzhou’s leadership conference
• Chair of AmCham Ethics Committee

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Email: tomward@pimchina.com
Biography

Chris is a Southern California native who has been managing sales and business development efforts in China since early 1997. While leading the Asia-Pacific APC business for W.L. Gore & Associates, Inc., he saw firsthand the missteps common among American companies attempting to build their business in China. Chris felt there had to be a better way for smaller companies to do business in China, so he set up China Sage Consultants in 2003 to provide one. Since then, his company’s China Sales Incubator program has generated millions in export sales for small to mid-sized U.S. and EU B2B companies while preparing them for a long-term presence in China. His company not only teaches clients how to successfully execute in China, but also provides them with the required resources and infrastructure to do so. Chris is an American patriot passionate about supporting the success of U.S. companies doing business in China. He has studied China since 1996 and is as an expert on selling and business development in China as well as the Chinese business psyche. Chris is an active member of AmCham Shanghai, once serving as a co-chair for their Small Business Committee. He has achieved business-level proficiency in Mandarin Chinese and a much deeper understanding of Chinese culture. Chris began his career as an aerospace engineer in the mid-1980s in Southern California after which he transitioned to technical sales. He holds BSME and MBA degrees from California State University Fullerton. Chris lives and manages his business full-time in Shanghai China. He lives with his Chinese wife and two bilingual bicultural sons.

Election Platform

If elected, I will work diligently to improve market access for U.S. companies in China. Whether it’s companies already operating here or with plans to start business in China, my goal will be to remove barriers and establish a more level playing field for them and their China operations. With the escalating trade dispute between the U.S. and China, it’s imperative AmCham Shanghai maintains a close working relationship with local government officials to ensure the members’ voices are heard and that there’s clarity in regulatory issues affecting U.S. business in China. Similarly, addressing U.S. government officials about the effects of the trade dispute and how to mitigate its impact on AmCham Shanghai’s membership should be a priority for the Chamber in the coming years. Having been in China since 1997, first in a multinational company and after that as a business owner for fifteen years, I believe my perspective and experiences will be extremely beneficial in furthering the goals of AmCham Shanghai’s membership and elevating the Chamber’s influence. My work in setting up and managing sales teams for foreign clients targeting local Chinese customers enables me to not only see issues from different points of view, but also influence key stakeholders to achieve the ideal outcome. I know clearly what is required for companies, especially SME-sized companies, to succeed in the Chinese market, both in the B2B and B2C realms.

Contributions to AmCham Shanghai

- Corporate member since 1998
- Former Co-Chair of Small Business Committee from 2013 through 2014
- One of two speakers at Small Business Committee event “How to hire the right employees in China” in 2013
- Keynote speaker for Small Business Committee 2013 SME series, topic “Finding the Right Partners in China”
- Panelist at 2014 AmCham Shanghai SME Conference
- 2014 AmCham panel member/interviewee for Thoughtful China SME series broadcast
- Speaker at SME Center’s webinar series in 2016
- Author of several articles for Insight & AmCham Shanghai’s China Orientation Guidebook
- Registered service provider on the Trade & Investment Center platform
- Former Advisory Board member of SME Center

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AmCham Shanghai
Board of Governors Election
Candidate Information Booklet

Election Process
for
2019 Board of Governors

November 13
Meet the Candidates Forum at Monthly Members Briefing

November 14
Voting begins

November 26, 5:30p.m.
Voting closes
(except for voting done in person at AGM)

November 29
Annual General Meeting (AGM)