

FAST FACTS 2007



U.S. - China Business Visas

GENERAL INFORMATION

A country's entry visas are the labels that an issuing country's government immigration personnel apply to the page of a passport. They represent the issuing country's belief that the person is eligible to enter the issuing country to pursue a particular activity. Entry visas may have a limited validity, depending upon the holder's country of citizenship. (Bechtel International Center at Sanford University)

Import and export activities are increasing between China and the U.S., resulting in more American business personnel traveling to China. At the same time, American companies are inviting Chinese buyers to the U.S. for marketing and sales presentations. The following information pertains to entry visas to China and to American companies that invite Chinese business partners to the U.S.

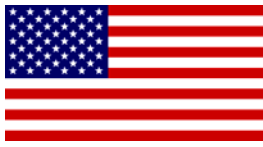
As of January 25, 2005, a new agreement between the U.S. and China allows tourists and business executives to travel between the U.S. and China under a single visa for 12 months instead of seeking new visas for each trip. The change in policy is expected to dramatically improve U.S. manufacturers' ability to sell goods and services to their customers in China and create jobs for Americans.

A. HOW AMERICANS APPLY FOR A CHINESE BUSINESS ENTRY VISA

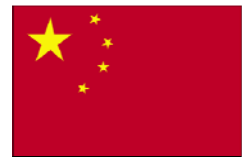
Documents Required for Business (F) Visa

1. A valid passport. The passport must have at least six (6) months validity left before expiration and at least one blank page left in it.
2. One completed visa application form (Q1) with one additional passport photo (black & white or color is acceptable). (Download from: <http://www.visa-chinese.compages/bg01.pdf>)
3. An applicant born in China who applies for a Chinese visa with a new foreign passport is required to submit their Chinese passport, or their last foreign passport with a Chinese visa.
4. An invitation letter from the host company or unit in China.
5. To apply for a multiple entry (F) visa, the applicant must meet one of the following requirements:
 - (1) The applicant shall submit a visa notification issued by the authorized Chinese unit, which specifies the validity, number of entries and duration of stay for the visa application.
 - (2) The applicant has made an investment in China and shall submit the original and the photocopy of the Chinese business license carrying the name of the applicant (the original one will be returned after issuance).
 - (3) The applicant is in a position of management in an American company which has a subsidiary in China. Submit an application letter from the American company and an invitation letter from the Chinese subsidiary company.

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FAST FACTS 2007



U.S. - China Business Visas

- (4) The applicant has visited China at least twice with the (F) visa within the past 12 months and shall submit a copy of the visa and an invitation letter from China.
- (5) The applicant needs to visit China frequently in order to execute contracts signed with a Chinese company, and shall submit the original and photocopy of the contract (the original one will be returned after checking).

Chinese Visa Application Fee

Number of Entry	Visa Application Fee
Single Entry	\$50
Double Entry	\$75
Multiple Entry for 6 Months	\$100
Multiple Entry for 12 Months	\$150
Multiple Entry for 24 Months	\$150

You may pay by Visa, MasterCard, money order, cashier's check, company check or cash. Make the check or money order payable to the Chinese Embassy. Personal checks are not acceptable.

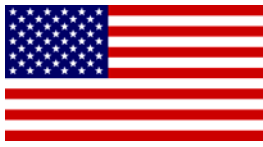
The regular processing time is 4 working days. For express service, additional fees of \$30 for 1 working day processing (applications presented before 11:30 am may be picked up between 2:30 pm-3:00 pm on the same day) and \$20 for 2-3 working days processing will be charged. Multiple entry for 24 months (F) Visa needs 5 working days and no express service is available.

Where to apply for Chinese Entry Visas

Visa Section of the Chinese Embassy, 2201 Wisconsin Ave., NW, Washington, DC 20007 (202/328-2500) or nearest Consulate General: Chicago (312/803-0098), Houston (713/524-4311), Los Angeles (213/807-8018), New York (212/330-7409) or San Francisco (415/563-4857).
Website: <http://www.china-embassy.org/eng/hzqz/zgqz/t84247.htm>

Anecdotal reports on multiple entry visas:

China has tightened control on issuing multiple-entry visas to U.S. citizens due to the mutual agreement of a single visa for 12 months between China and the U.S. and as part of the Chinese government's retaliation against the U.S. government's decision to require finger-printing for all Chinese citizens entering the U.S. For the time being, any American who has not been issued a multiple-entry visa in the past can no longer get such a visa.



FAST FACTS 2007



U.S. - China Business Visas

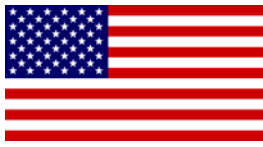
B. HOW CHINESE APPLY FOR THE U.S. BUSINESS ENTRY VISA

U.S. travel policy requires a visa, which really means the right to travel to a U.S. port of entry, and once entry is approved by a Customs Inspector allows open access throughout whereas other countries may restrict travelers movements. American companies often wish to invite Chinese business partners or customers to the U.S. for meetings, contract negotiations, equipment inspection, purchase, or other business related activities. Unfortunately, applying for a visa from the U.S. consulate in China has been criticized for its difficulty & arbitrary denials which results in lost business for American companies. From China in 2005 & 2006, 292 and 351 thousand visas were issued respectively and the number is expected to increase by 11-25% each year due to improving processes and expanded capacity. For statistics on Chinese entering the U.S. see: <http://www.tinet.ita.doc.gov/view/f-2005-450-001/index.html>.

Preparedness is the best guarantee for an approved visa for individuals you wish to invite to the U.S. The invitation letter you write on behalf of your applicants is an essential component of their application package. Applicants are strongly encouraged to submit an invitation letter at the time of application. For the sake of your applicants and your company's credibility, the letter must be neat, accurate, credible, and should be signed by a company employee who will be responsible for the visit. Business invitation letters should include the names, dates of birth, and passport numbers of each individual who has been invited by your company. Your letter must also include contact information (phone, fax, e-mail) for your company in case the interviewing officer has further questions. The original letter is supposed to be sent out from the U.S., when the applicant presents the letter to the officer, it is better to present the stamped envelope as well. Please note that standard print paper sizes are different between China and the U.S.

The B-1 visa is intended for temporary business travel to include negotiating contracts, attending exhibitions and conferences, short-term training, and consultations with suppliers and customers. The B-1 visa is not valid for employment in the U.S. Applicants for B-1 visas should bring to their interviews documents concerning their anticipated business activities in the U.S. including detailed letters from U.S. business partners indicating the purpose of the trip; copies of contracts or other agreements with U.S. business partners; information on machines, software or other equipment to be examined, tested or purchased in the U.S., such as brochures or product catalogues. Applicants also should bring documentation proving strong ties to China that include, but are not limited to, bank statements, letters confirming employment, evidence of property ownership, marriage certificates, family photographs and proof of prior travel to the U.S. (<http://www.usembassy-china.org.cn/visa/b1b2.html>) Any material you wish the officer to see when making a decision must be given directly to the applicant to be presented at the time of interview. Each applicant or group of applicants must present their own application materials. If a particular document has not been given to the applicant(s) to present to the officer at the time of interview, assume the officer has not seen it.

For additional information please visit the Department of State's website at www.travel.state.gov or contact the Visa Information Call Center. People calling from China may dial 4008-872-333 or Shanghai local phone (021) 3881-4611 while those calling from overseas should dial (86-21)



FAST FACTS 2007



U.S. - China Business Visas

3881-4611. Please note that charges for domestic or international long-distance calls are solely the responsibility of the caller.

Listed below are suggestions based on our experiences helping Virginia companies' Chinese customers obtain the U.S. business entry visa:

1. An original letter of invitation from the Virginia companies listing the names, job titles, birth dates, and passport numbers of the Chinese invited;
2. A business card from the Virginia companies inviting them;
3. Proof of home ownership in China (title to a home);
4. A statement from the employer of the Chinese showing their annual income (specify if it is gross pay or net pay);
5. Proof of marriage and proof of children if applicable;
6. Anything else they can use to assure the U.S. Consulate office that they have commitments in China that will not make them suspect to defect.

American citizens may ask questions regarding U.S. visas of a supervisory visa officer at the twice weekly Visa Hour. This is for information purposes only but not an opportunity to submit a visa application or to re-adjudicate a prior visa decision. Currently, the Visa Hour takes place on Monday and Tuesday afternoons at 3:30 p.m. (except for Chinese or American holidays, when the Consulate General is closed).

Virginia companies who periodically visit China can take advantage of a personal visit with a U.S. consulate officer. This will enhance their position as a reputable U.S. business and provide them an opportunity to brief the officer on their business activity with Chinese companies. Such a visit may prove helpful for companies as they continue to invite potential Chinese buyers who will need a visa to visit Virginia.

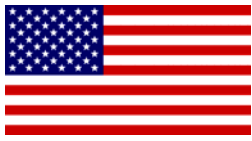
The following two Chinese companies located in Beijing and Shanghai can help U.S. visa applicants prepare the interview with immigrant officers at U.S. Embassy and consulates in China.

Tian Ping International Travel

Attn: Mr. Li, Yong
Room 704, Building #13
Jian Wai SOHO
Chaoyang District
Beijing 100022
Tel: (010) 6523 6756
Cell: 13901065798
Fax: (010) 6523 6751
E-mail: liyong@yahoo.com

Pan-Pacific Exchange Co.

Attn: Mr. Xiang, Liang
58 Jiao Zhou Road
Room #208
Shanghai, 200040
Tel: (021) 6256 8097
Cell: 13601735603
Fax: (021) 6256 7316
E-mail: tonyshang@panpac.net



FAST FACTS 2007



U.S. - China Business Visas

VEDP TRADE EVENTS

Trade Mission to China: June 2—9, 2007 and April 2008.

For more information contact Michael Howley, International Trade Manager, (703) 506-1030, or email at MHowley@yesvirginia.org

For a complete listing of the VEDP's international trade events, please visit the "Events" tab on our website: www.ExportVirginia.org

VEDP CONTACT INFORMATION

Hailey Fong

International Trade Manager
China & SE Asia
3 Lockhart Rd, Rm. 2209, 22/F
Wan Chai, Hong Kong, PRC
Tel: 011 852 2862 8078
Fax: 011 852 2862 8034
E-mail: HFong@YesVirginia.org

Virginia Economic Development Partnership Division of International Trade

P.O. Box 798
901 East Byrd Street
Richmond, Virginia 23218-0798
Tel: (804) 545-5764
Fax: (804) 545-5751
E-mail: clientservices@yesvirginia.org
Website: www.ExportVirginia.org

ADDITIONAL RESOURCES

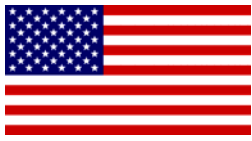
- U.S. Department of State: <http://www.state.gov/business/>
- U.S. Department of Commerce: <http://www.commerce.gov>, <http://www.export.gov>
Bureau of Industry and Security (BIS): <http://www.BIS.doc.gov/>
- U.S. Visa application forms: http://travel.state.gov/visa/frvi/forms/forms_1342.html
- Embassy of China in the U.S. <http://www.china-embassy.org/eng/>
- Two invitation sample letters attached for your reference
Attachment A: Invitation from China
Attachment B: Invitation from the U.S.

WORKS CITED

- Bechtel International Center at Stanford University.
<http://www.stanford.edu/dept/icenter/>
- U.S. Department of Commerce.
http://travel.state.gov/travel/tips/brochures/brochures_1229.html
<http://www.tinet.ita.doc.gov/view/f-2005-450-001/index.html>
- The American Embassy in China. <http://www.usembassy-china.org.cn/visa/b1b2.html>

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FAST FACTS 2007



U.S. - China Business Visas

ATTACHMENT A: INVITATION FROM THE U.S.

Gentlemen:

Commonwealth Medical, Inc. is an American manufacturer of sleeping diagnostic equipment based in Richmond, Virginia. Our sales to China through our distributors, Xing Trading Co. and Hong Medical Device Corp. have tripled last year. Our company's annual distributor meeting will be held between February 20 and 25 in Richmond, Virginia, USA. During this meeting we will re-view our sales goal next year with each distributor, provide new product trainings and award our outstanding worldwide distributor. Hong Medical Device Corp. will be the winner of 2004.

It is our pleasure to invite the following personnel of Xing Trading Co. and Hong Medical Device Corp. to attend our worldwide distributor annual meeting in Richmond, VA, U.S.A.

Name	Sex	Date of Birth	Passport #	Position
Wang, Gang	Male	xx/xx/xxxx	G 01234567	Product Manager, Xing Trading Co.
Zhao, Ying	Female	xx/xx/xxxx	G 87654321	President, Hong Medical Device Corp.

The Chinese visitors will pay for their round trip flights from China to Virginia. All other expenses occurred in the U.S. will be covered by Commonwealth Medical, Inc. I am responsible for these visitors' stay in the U.S.

If there are any questions or concerns, please feel free to contact me at: (888) 666-8888 or e-mail me abcdefg@commonwealthmedical.com

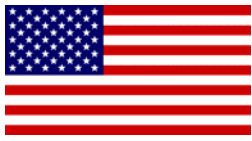
Your kind assistance will be highly appreciated.

Best Regards,

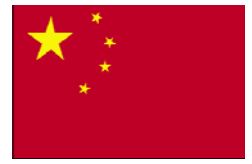
Abc Defg
VP - International
Commonwealth Medical, Inc.
123 Main St.
Richmond, Virginia 12345
Tel: 888 666-8888
Fax: 888 666-4444
E-mail: abcdefg@commonwealthmedical.com

Note: Print this letter on company letter head.

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FAST FACTS 2007



U.S. - China Business Visas

ATTACHMENT B: INVITATION FROM CHINA

Date

Gentlemen:

Hong Guang Trading Company has been ABC company's distributor for five years. ABC company is located at 666 Best St. in Richmond VA 23218. We would like to invite the following people from ABC company to come to Beijing, China for new product training. The seminar will be held on the week of March 6, 2005 in the Great Wall Hotel, Beijing.

Name	Sex	Position
David Smith	Male	Product Manager, ABC company
Mary Allen	Female	Account Manager, ABC company

All expenses occurred in China will be covered by ABC company.

Please feel free to contact me at: 86 10 6666-8888 or e-mail abcdefg@hongguangtrading.com

Your kind assistance will be highly appreciated.

Best Regards,

Lin Jin
President
Hong Guang Trading Company
1 Jian Guo Men Wei St.
Beijing, China 100023
Tel: 86 10 6666-8888
Fax: 86 10 6666-4444
E-mail: abcdefg@hongguangtrading.com

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