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## **Changshu Economic Development Zone Awards Odell, Simms & Associates, Inc. Investment Promotion Contract**

### **Partnership to Assist North American Companies Considering Expansion to China**

Falls Church, VA – October 1, 2004. Odell, Simms & Associates, Inc. (OSA) announced that it has been awarded a contract to provide economic development services for Changshu Economic Development Zone (CEDZ). The resulting partnership will promote investment opportunities for North American businesses in several manufacturing sectors, including automotive parts, medical device, chemicals, steel processing, paper, machinery, and electronics/semiconductors.

OSA will provide free and confidential services to companies in these and other sectors seeking to enter the Chinese market by assisting them in their due-diligence process and connecting them with top-level government officials and relevant companies.

“OSA’s deep understanding of the North American market and Changshu Economic Development Zone’s strong strategic advantages have created an impressive partnership to promote investment in our region,” said Zhao Dongfang, Director of the Investment Promotion Bureau at CEDZ.

Already one of China’s top 10 inland river ports, Changshu is rapidly increasing its capacities as a major transportation hub. Located 65 miles from the center of Shanghai on the Yangtze River delta, the historic city of Changshu offers a full range of services, including a customs house and bonded warehousing, and is home to the future Sutong Yangtze Bridge, which will further improve overland access to markets in the north.

Ranked second in comprehensive competitiveness among county-level cities in China, Changshu has already proven its attractiveness to foreign investors, in part due to its low real estate and labor costs.

“Changshu Economic Development Zone’s strategic location and flexible business environment sets it apart from competitors in the region and across China. OSA is eager to begin assisting North American companies in capitalizing on CEDZ’s unique investment opportunities,” remarked Stephanie Gillard, Director of Economic Development at OSA.

For more information, visit [www.odellsimms.com](http://www.odellsimms.com) or contact Stephanie Gillard, Director, Economic Development, at +1.703.903.9797 or [SGillard@OdellSimms.com](mailto:SGillard@OdellSimms.com)

### **About Odell, Simms & Associates, Inc.**

Odell, Simms & Associates, Inc. provides strategic marketing services to domestic and international economic development agencies and non-profit organizations. Services include investment promotion, business retention, corporate sponsorship, fundraising, and event planning.