

## **Mission:**

Facilitate civilian high-tech trade between the US and China, by improving the export control environment for US companies to maintain their competitive edge amongst global competitors; by promoting a security and compliance culture within the trade community in China; and by assisting US companies on keeping up with the changes in China import and export regulations.

## **About Us:**

The ECWG is a group of companies dedicated to promoting high-tech trade between the US and China. Established in 2006, the core component of ECWG's effort has been to provide the US government information on technological availability within the Chinese market. ECWG provides such information to assist the US government in making export control policy and licensing decisions. Based on the success and impact of this reporting, the ECWG in recent years expanded its efforts, adding compliance promotion and industry-government cooperation elements to its effort. Within the compliance promotion component of its work, ECWG communicates best practices and the importance of transparency and compliance in the export licensing decision-making process within the Chinese commercial marketplace to US, Chinese and other non-Chinese ventures. ECWG's compliance advocacy aims to build an environment of increasing trade control reliability that will build trust between the US and China and improve the trade control climate between the two nations.

## **Strategies:**

The following are the strategies the ECWG has formulated in order to carry out its mission:

1. Promote government-industry cooperation by working with officials of both governments to address export control concerns and develop positive programs to increase high-tech trade.
2. Provide the latest in-country market information through comprehensive industry sector reports on the Chinese market to US decision makers.
3. Communicate with US, Chinese and other non-Chinese companies, their customers in China and the Chinese government to ensure a clear understanding of US export controls.
4. Serve as a resource center for members on US and Chinese export controls and compliance issues.
5. Engage the Chinese government to discuss adoption of international export control best practices.

## **Requests:**

In support of the ECWG and in the interest of furthering government-industry cooperation, export compliance and the promotion of high-tech trade between the US and China, the ECWG asks that:

1. Relevant policy makers and agency officials support our high-tech trade promotion initiatives in the US and China by providing funding and speakers;
2. Officials working on the export control reform take into account the availability of items in China from both domestic and foreign sources and institute control levels consistent with the availability of a particular item in China; and
3. US government continue to engage their Chinese counterparts at all levels on export controls and avoid developing policies that negatively single-out China and are not founded on global market realities.

As stated on the preceding page, the ECWG works to provide precise and up to date information to the US government on the technology levels in a number of Chinese industry sectors. This information is provided in the form of reports, which are delivered to the various export control officials in the US government. Following is a table listing all the reports the ECWG has completed to date, including a description of the report and the date the report was completed.

<b>Report Name</b>	<b>Description</b>	<b>Date</b>
<i>Composite Materials in the Aerospace Industry in China</i>	A market analysis on the level of Chinese aerospace composite materials, the current and future demand for composites in the Chinese aerospace industry, and the distinction between the commercial and military sectors in aerospace composite materials.	July 2006
<i>Cross Sector Report</i>	A market analysis on the current level of Chinese capabilities in numerous industry sectors. Each industry chapter contains data focusing on three distinct areas: 1) the technical level of the Chinese domestic industry; 2) the technical level being supplied to China from foreign sources, non-US; and 3) the distinction between commercial and military levels and demands in each industry. Industry sectors include: composite materials, machine tools, information security and telecommunication, navigation and avionics, diesel and marine engines, and helicopters.	Dec 2006
<i>Updated - Composite Materials in the Aerospace Industry in China</i>	An updated version of the 2006 <i>Composite Materials in the Aerospace Industry in China</i> . This updated report includes the following additional information: detailed overall China market data for composites, additional information on Chinese and foreign entities previously identified, new information about other Chinese and foreign entities identified since the submission of last year's report, and a clear technology line defining Chinese production and technology abilities.	Nov 2007
<i>Machine Tool Industry in China</i>	A report on China's growing ability to meet its demand for machining equipment through foreign, non-US imports, or domestic capabilities. The report summarizes the overall China market and demonstrates how market demand is being met, details the amount and levels of foreign imports including technology transfers, and provides data on the technical capabilities in the China machine tool industry.	Nov 2007
<i>Navigation and Avionics Industry in China</i>	A report on the development of the Chinese navigation and avionics industry that makes a distinction between developments in Chinese civil aviation as opposed to military aviation.	Aug 2008
<i>Semiconductor Industry in China Report</i>	A report that provides an analysis of the 2008 levels of the Chinese semiconductor industry capabilities and the 2008 levels of semiconductor-related technology being imported into China. This report also provides a detailed assessment of key semiconductor end-users in China.	Aug 2008
<i>Lost US Sales and Opportunities in China Due to US Export Controls</i>	A report on tangible data about lost US sales and opportunities in an effort to convey a sense of the erosion of US companies' competitiveness in China due to overly-restrictive US export controls. This report includes machinery, testing equipment and other US-origin goods that could be used in the manufacturing of commercial products in China.	Apr 2009
<i>Gas Turbine, Diesel, and Marine Engines in China</i>	A report on the Chinese domestic capabilities in diesel, marine and gas turbine engine technology, and the foreign availability of such technology in China from non-US foreign sources.	July 2009
<i>Foreign Export Control Practices Summary</i>	A summary report of the survey on "Foreign Export Control Practices" developed by the Bureau of Industry and Security. The report supplies information and comments from US and Chinese companies about the export control authorizations from European Union (EU) member countries overall, five specific countries (France, Germany, Italy, Sweden, United Kingdom), and Japan.	Sep 2009
<i>Cross Sector Report</i>	A report on the Chinese domestic capabilities in the industry sectors identified and the foreign availability of technology in China from non-US foreign sources. Industry sectors include: material and material processing, information technology and semiconductors, aerospace, engine controllers and engine manufacturing, and machine tools.	May 2010