

of HTS in 1988 was not supposed to change the duty on any item. However, unintentionally, HTS more than tripled the duty on this phospholipid, which is a unique component that must be imported by a North Carolina manufacturer.

Pharmacia is a U.S. company located in Clayton, NC. The main product Pharmacia manufactures is Intralipids, a unique intravenous feeding solution. Pharmacia must import a key Intralipid ingredient because it is made only by Pharmacia's parent in Sweden.

The duty on Pharmacia's phospholipid was set at 1.5 percent when Pharmacia began operations in North Carolina in the 1970's. Beginning in March 1991, the unintentional HTS reclassification of the phospholipid more than tripled this duty.

My legislation would return the rate on the phospholipid to 1.5 percent for the period from March 29, 1991 until January 1, 1995, when the duty for Pharmacia's phospholipid and other pharmaceutical components and products became zero under the GATT Agreement. The unintended duty increase that was paid in the interim, \$396,779.16, would be refunded.

Mr. Speaker, there has been no disagreement that the duty increase on Pharmacia's phospholipid was unintended. The issue is a matter of equity. Congress should be very concerned whenever a growing company like Pharmacia is unintentionally taxed without equitable redress. I hope that a way can be found very soon to enact the legislation necessary to correct the unintended duty the North Carolina company has paid.

AMERICAN WINE DELEGATION
CONTRIBUTES TO IMPROVED
UNITED STATES-CHINA TRADE
DIALOG

HON. GEORGE P. RADANOVICH

OF CALIFORNIA

IN THE HOUSE OF REPRESENTATIVES

Friday, September 27, 1996

Mr. RADANOVICH. Mr. Speaker, Government colleagues and friends in the United States wine industry, earlier this year, at the invitation of the People's Republic of China, the first official American delegation of viticulturists and enologists since 1949 completed a 2-week consultative tour of the Chinese wine industry.

The trip, under the sponsorship of the People to People Citizen Ambassador Program, has resulted in broadening the scope of business and market contacts in China and in identifying new opportunities for trade and joint venture activities.

As I was consulted during the planning stages of this trip, I was able to lend it my full support and would have joined the delegation had scheduling permitted.

The delegation report, I feel, will serve as a valuable source of information for anyone in the United States business community who is interested in doing business in China now or in the future.

I wish to commend the delegation, led by Gordon Murchie, president of the Vinifera Wine Growers Association, for its professionalism in representing our country in this important factfinding and trade relations trip.

It gives me great pleasure in making excerpts of the delegation's trip report a part of the CONGRESSIONAL RECORD:

WINE BUSINESS AND DIPLOMACY

China, a nation of 1.2 billion people, has a history of grape growing dating back to the Han Dynasty (121-136 BC) and of grape winemaking dating from the Tang Dynasty (618-907 AD). *Vitis Vinifera* wine production, however, is a more recent 20th-century innovation.

While only about one-fifth of China's current grape harvest is made into wine, the potential for wine production and consumption is enormous. Importing and exporting wine is gaining the attention of the newly emerging economic structures of China and foreign investors and partnerships. Both Chinese government and private-sector wine interests are eager to welcome and learn from American viticulture and enology techniques and methodologies.

Thus, with an invitation from the Government of the People's Republic of China and through the sponsorship of the Citizen Ambassador Program of People to People International, our Viticulture and Enology Delegation of one French and eleven American wine experts, representing all sectors of the wine industry, visited China, April 14 to 27, 1996.

This was the first official U.S. wine Delegation to travel to China since 1949. A previous Viticulture and Enology Delegation was cancelled the day before departure in June of 1989 due to the Tiananmen Square incident.

The mission of the Delegation was to meet with counterpart contacts at all levels of the Chinese wine industry; exchange information; discuss topics of mutual interest such as vineyard management, winemaking technology, viticulture-enology research and training, sales and marketing strategies, government regulatory oversight, foreign investment and joint venture opportunities, import and export potentials, and tariff rate issues; establish ongoing professional and business relationships; and, generally, assess the status of development and growth potential of the wine industry in the People's Republic of China.

The tip itinerary, which included site visits in Beijing, Tianjin, Yantai and Shanghai, provided the Delegation an opportunity to make contacts throughout the whole of the alcohol beverage industry in China. It included meeting the leadership of the PRC Government's oversight ministry, product control and distribution organizations, research and educational facilities, import and export companies, and visits to government, quasi-government, and joint venture wineries and distilleries, and farm vineyard sites.

As wine is truly an international language, the Delegation feels that an overall objective of the Citizen Ambassador Program to make friends and promote greater understanding among professional and concerned individuals internationally, in this case between the wine communities of the United States and the People's Republic of China, was in a good measure achieved.

The Delegation wishes to express its collective appreciation to all the American and Chinese organizations and individuals which contributed to the planning, arranging, conducting, hosting and support of what the Delegation views as a successful professional exchange experience for all concerned.

Our thanks go to the Citizen Ambassador Program People to People International, United States Congressman George P. Radanovich, His Excellency Li Daoyu, Ambassador of the People's Republic of China in Washington, D.C., the U.S. Embassy in Beijing, China National Council of Light Industry, China National Research Institute of Food & Fermentation Industries, China Na-

tional Cereals, Oils & Foodstuffs Import & Export Corp., the Tianjin, Yantai and Shanghai Foodstuffs Import & Export Corporations, Shanghai Sugar, Cigarette & Wine Corp., Beijing Agriculture University, Shanghai Academy of Agricultural Sciences, Beijing Pernod Ricard/Dragon Seal Winery, Tianjin Remy Martin/Dynasty Winery, Yantai Chang Yu Winery, Shanghai Remy Martin/Shenma Winery, Mr. Wang Kefa, Town Leader for Longkou vineyards (Penglai), Mr. Scott R. Reynolds, Director, U.S. Agricultural Trade Office, Shanghai, Mr. Peter Chang of Mandarin International Travel and his colleagues (program arrangers), Mr. Jiang in Yantai, Mr. Yan in Shanghai, and especially Mr. Zhao Ying Kong who was the Delegation's guide and mentor throughout the entire trip.

Finally, our special thanks go to Anita Murchie who recorded and maintained additional notes on all Delegation meetings and site visits, transcribed the hours of tapes, and typed and edited this 75-page journal report. The full report is available by contacting by VWGA, P.O. Box 10045, Alexandria, Virginia 22310.

DOING WINE BUSINESS IN CHINA

The following is a general list of pluses, minuses, and other considerations that any individual, winery, wine consortium or allied business interested in doing business in China should take into consideration.

They are not intended to be conclusive, but to serve as a basic check list to be used in developing any business strategy to establish trade, investment, joint venture and/or production and marketing relations with the People's Republic of China.

American Products have edge:

+Historical and cultural connections.

+Chinese view of U.S. on world stage is that it remains a major international economic and political power.

-Continuing political contentions between the U.S. and the PRC.

-Established and growing foreign competition.

Market potential is there (1.2 billion population):

+Western products and styles have appeal.

+Youth and young business classes are change-minded and looking for a more prosperous and comfortable life style.

+Whole nation is undergoing a building-construction boom, further promoting change. More wage earning employment is increasing public desire for more consumer goods.

-Established cultural identification with tastes of traditional products, i.e., sweeter, heavy bodied, high alcohol content and flavored wines.

-Higher prices and limited availability of foreign products.

Lessening of PRC government's monopoly control of distribution systems of major products, i.e., grains, oil, sugar and alcohol:

+Government entities are freer to establish direct business contacts with foreign companies.

+Small private sector businesses are present everywhere, adding a stimulus to the development of alternative distribution and marketing systems within the country.

-Government bureaucracy, out of date regulations, paperwork, etc.

Business and trade considerations:

Patience and long-term commitment are necessary.

Include overseas Chinese connection in PRC business arrangement.

Joint venture connection with government or government connected organization best for near future.

Establishment of dependable distribution and warehousing system is key.

Capital investment is offset by inexpensive labor costs.

Targeted advertising strategy is essential, building product identification and product appeal.

Networking international hotels and restaurants.

Developing wine expos and other public wine education/appreciation events.

Current alcohol beverage market:

Distilled spirits traditional, brandies and cognacs are king.

Beer is being brewed locally in all cities. Beer popularity and consumption is growing rapidly throughout the country.

Wine: Table grapes and vineyards for 6,000 yards. Wine grapes and wine for 2,000 years, but always in limited quantity. Rice, plum and other fruit flavored, sweet and heavy-bodied wines are traditional and remain popular. Late 1800s and early 1900s began foreign influence and production of European styled dry wines. 1892 Chang Yu Winery was the establishment of the first commercial plant in Yantai, China.

Bottom line: If there is money to be made by Chinese involved individuals and/or businesses in marketing and selling an American product (wine), success will eventually happen!

SUGGESTIONS FOR AN ONGOING DIALOG BETWEEN THE WINE INDUSTRIES OF THE PEOPLE'S REPUBLIC OF CHINA AND THE UNITED STATES

Plan and conduct a series of Chinese wine expos in several American cities with large Chinese populations. Hold trade and public wine tasting events to improve the marketing and sale of Chinese dry wines in the U.S.

Establish a cost sharing exchange program between the PRC and the U.S. agricultural universities and institutions for viticulturists and enologists—short term teaching, study and research grants.

Recommended American consultants for short working assignments with China's alcohol beverage industry:

1. Alcohol beverage trade association consultant.

2. Alcohol beverage consultant on warehousing, distribution systems and marketing strategies.

3. Consultant team from the U.S. Bureau of Alcohol, Tobacco & Firearms to advise on: (a) Establishing national regulations and standards for the Chinese alcohol beverage industry; (b) Label and formula approval; (c) Compliance matters; (d) Laboratory research and testing procedures; and (e) Product taxing and collection.

Increase incentive for foreign wine importation and joint venture activity by further lowering the tariff on wine considerably below the present 70% level. Increased sales of American dry wines in China will correspondingly increase the popularity and sale of Chinese dry wines.

MEMBERS OF THE DELEGATION

Gordon W. Murchie, Delegation Leader and President, Vinifera Wine Growers Association, Alexandria, Virginia; Anita J. Murchie, Delegation Reporter, VWGA; Albert A. and Donna M. Oliveira, Basport Vineyard, King City, California; Tony K. Wolf, State Viticulturist, Virginia; Wilbert E. Rojewski, President, Alasco Rubber & Plastics Corp., Belmont, California; John R. Pramaggiore, Director of Fine Wines, Service Liquor Distributors, Inc., Schenectady, New York; Tomas F. Rodriguez, President, La Provencale Cellars, Reston, Virginia; Stephen D. Reiss, Buyers & Cellars Wine Consultants, Aspen, Colorado; Anne V. and Roger W. Webb, Apponagansett Bay Vineyard, South Dartmouth, Massachusetts; and Robert J. Boidron, Director, E.N.T.A.V., France.

TRIBUTE TO POLISH-AMERICANS

HON. MARK ADAM FOLEY

OF FLORIDA

IN THE HOUSE OF REPRESENTATIVES

Friday, September 27, 1996

Mr. FOLEY. Mr. Speaker, I rise today, Pulaski Day, to pay tribute not only to Kazimierz Pulaski but to all men and women of Polish descent who have helped to make this Nation the greatest in the world.

Kazimierz Pulaski was an energetic and fiery soldier who, in July 1777, came to America to offer his services in the Revolutionary War. As a cavalry general he fought courageously and won distinction in several campaigns.

Pulaski was to the American Revolution what Patton was to World War II. Though he was mortally wounded in the Battle of Savannah, he left behind a cavalry unit that earned him the title "Father of the American Cavalry."

Mr. Speaker, Kasimierz Pulaski knew, just as the following famous Polish-Americans, that freedom isn't free and that America is a great nation because it provides an opportunity for every person regardless of ethnicity:

FAMOUS POLISH-AMERICANS

Mieczyslaw G. Bekker—scientist; built the first vehicle used on the moon (moon rover used by Apollo 15 in 1971).

Zbigniew Brzezinski—professor of political science; National Security Advisor in President Carter Administration (1977-1981).

Stanislaw Burzynski—physician, cancer specialist.

Adam Didur—opera singer; at the beginning of the 20th century was for 25 years principal bass of the Metropolitan Opera.

Mieczyslaw Haiman—historian; the first curator of the Polish Museum of America in Chicago.

Bronislaw Kaper—composer; composed for nearly 150 Hollywood movies, won Oscar for "Lili."

Jan Karski—diplomat and professor of political science; author of the report concerning conditions in the Warsaw Ghetto and concentration camps in the early World War II, who tried to bring to the attention of unwilling-to-listen Allied governments and societies the atrocities committed by Germans in Europe.

Jan Kiepura—opera singer; star of the Metropolitan Opera and Broadway.

Tadeusz Kosciuszko—political leader and philosopher; brilliant military strategist, a Revolutionary War hero, built West Point.

Jerzy Kosinski—writer; author of "The Painted Bird."

Jan Krol—the first Polish-American cardinal (from Philadelphia).

Wladimir B. Krzyzanowski—soldier; organized Polish Legion that fought in the Civil War; the first Governor of Alaska.

Bronislaw Malinowski—anthropologist; a founder of cultural anthropology; famous for his research in Trobriand Islands.

Czeslaw Milosz—poet and writer; won Nobel prize for literature (1980).

Helena Modrzejewska—actress; famous in the 19th century America for her appearances in Shakespeare's plays.

Ralph Modjeski—engineer; specialized in building bridges (Themes Bridge over Mississippi, Delaware River Bridge, Trans-Bay Bridge in San Francisco, Blue Water Bridge in Michigan).

Stan Musial—baseball player (St. Louis Cardinals); Sportsman of 1957, Baseball Player of the Decade, 1946-56.

Edmund Muskie-Marciszewski—U.S. Senator from Maine; Democratic candidate in the presidential elections of 1968 and 1972.

Pola Negri—actress; star of many films in the early era of Hollywood.

Ignacy Jan Paderewski—pianist, composer and statesman; loved by the American audience, played an important role in establishing free Poland after the World War I, Prime Minister.

Ed Paschke—contemporary painter; representative of the Chicago Abstract Imagists.

Roman Polanski—film director; famous for "Rosemary's Baby," "Chinatown" and other movies.

Tadeusz Sendzimir—engineer; author of over 50 inventions in mining and metallurgy.

Leopold Stokowski—conductor.

Leopold Tyrmand—writer, editor of "Chronicles of Culture."

Stanislaw Ulam—mathematician, cocreator of the atomic and H-bombs.

Korczak Ziolkowski—sculptor, creator of the statue of Crazy Horse in the Dakota Black Hills; member of the team of artists that carved head of presidents in Mt. Rushmore.

Florian Znaniecki—sociologist; coauthor of "The Polish Peasant in Europe and America, 1918-1920; considered the foundation of modern empirical sociology.

TRIBUTE TO THE FRANCIS CHILD DEVELOPMENT INSTITUTE AND THE FRANCIS FAMILIES FOUNDATION

HON. KAREN MCCARTHY

OF MISSOURI

IN THE HOUSE OF REPRESENTATIVES

Friday, September 27, 1996

Ms. McCARTHY. Mr. Speaker, I rise today to salute the Francis Families Foundation in Kansas City, for their dedication to improving the quality of child care for thousands of families in our community.

The Francis Institute is a major program at Penn Valley Community College, one of the metropolitan community colleges, whose mission is to provide high-quality training and education to child care providers and students seeking careers in early childhood development. In its short 6-year history, the Francis Institute has become a national leader and advocate for the profession of child care. It is also changing the way Kansas City views child care facilities—not as babysitting services, but as enriching places for children to go for learning and development.

Today, thanks to a \$6.5 million grant from the Francis Families Foundation, the Francis Institute is breaking ground on an exciting state-of-the-art facility. This building will provide exciting new benefits to the community, including a comprehensive resource library, a model child development center, facilities for community workshops and seminars on child care and more.

Since 1990, the Francis Families Foundation has worked quietly behind the scenes providing leadership in the area of child care education and training. As one of the founders of the Francis Institute, it has helped establish a unique public-private partnership with the metropolitan community colleges. The outcome is accessible education and professional development opportunities to urban child care providers.

The Francis Institute's success and impact are built upon a foundation of community partnerships and collaborative programs. Working