

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