

United Far East

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Welcome

Over the last 20 years China has developed from a low level agricultural nation into an industrial nation of 1.3 billion people. In recent years Western companies have China on their horizon as a strategic focus for growth and competitive sustainability? Consulting companies were quick to realize that China also provided them with a growing market for consult and trade support. Sadly they and many of their clients did not even reach their lowest targets and had to leave or limit their business with China.

China is not a businessmen's heaven, it is though sometimes unfair and filled with cross cultural pit holes. Spent some days at a bar in Shanghai and the disillusioned western businessmen will prove the above mentioned.

United Far East Limited

United Far East is founded by the Dutch businessman Thijs Verdegaal.

As one of the sons of a famous Dutch bulb grower he wanted to broaden his horizon beyond the flower fields in Holland. He became a merchant navy officer and sailed the coasts of China in the early seventies and eighties. He learnt about China by visiting the different regions of China during that period even before any western businessman was allowed to enter the country.

By participating in a Dutch company in the early nineties, he is involved in imports from China into Europe of many technical and non-technical products. Mr Verdegaal visited China on a regular basis and established a foothold in Hong Kong to smoothen the export from China. Through this company he invested in several production facilities in China to make patented and other products.

Mr Verdegaal introduced several investors to production facilities in China with great success in the recent years. Besides his Chinese network also a western network started to develop and grow in China. United they share information and advise each other. This turned out to be so successful that Thijs Verdegaal started United Far East to facilitate his network in China.

Thijs Verdegaal works mainly with local people in Hong Kong and China. He and his staff are very down to earth and realistic about the many possibilities China may or may not have to offer. Their Dutch and the Chinese business mentality have as many similarities as differences. The successes Thijs and his staff made in the past decade are the result of a perfect mix between the two.

The difference between United Far East and an ordinary consulting bureau is huge. United Far East and their Chinese business contacts share the basic

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believe that you can only be a true consultant and partner after you proved to be trustworthy and successful in business.

Building a business relationship takes years. It helps when you are introduced by a trustworthy person or company. United Far East can do just that for companies who are searching for help to overcome the first hurdle and beyond in China. This implies that United Far East can deliver true and liable assistance for companies from specific fields and branches who want to acquire or produce specific products in China.

United Far East services and assistance

The consultants at United far East have ample experience with business in China. Their experience and knowledge about the country, language and culture can improve your possibilities and reduce your risks.

United Far East offers the following services to bring your business with China to a complete success:

Marketing

To be successful in production in China, it is important to firstly categorise your products. For each category you have to specify the importance to your market. Through our network and knowledge about the local markets, we are able to source for your company in China.

Company matching

Western companies often see the trustworthiness of the Chinese companies as an impossible hurdle to work with in China. They do not have the knowledge and experience and contacts which United Far East can offer them. Our network and knowledge about the Chinese business mentality can help you to break these barriers.

Together with you we prepare a professional presentation of your company. Herewith we start looking for the right partner for you in China. After we find one or more suitable companies for you, we will present them to you directly. You will be invited to discuss any detail directly with them, we can assist you to finalize your business successfully and minimize your risk.

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Legal advise

Entering the Chinese market you will undoubtedly be confronted with specific Chinese demands from the local and central authorities. This bureaucracy can be bridged.

We have a good knowledge about the Chinese laws and interpretations and can advise you how to structure your business according to these laws, like customs formalities, import- and export taxes or subsidies, production certificates, a-forms, company registration, tax laws and rules etc.

Logistic advice

Once you have decided to start production in china we can keep you informed about the progress of the production on a weekly basis and keep you up to date with the shipping dates etc.

It goes without saying that United Far East can provide you with any service you desire from china, even the smallest one.

Translation services

United Far East offers a wide range of translation services.

As we are working mainly with local employed people which are all bi-lingual we can offer you any service in translation throughout China, whereby they are trained to prevent you to fall into any trap the Chinese might have planned for you. We have learned it the hard way and can help you not to fall into the same pitted by miscommunication or difference in culture or mentality between you and your Chinese partner.

During meetings and discussions United Far East can give professional verbal translation. Translation of documents can be done without saying.

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