

WUHAN & CHRISTCHURCH

武汉—基督城

Strategy on establishing a long-term relationship between Wuhan & Christchurch

关于建立长期合作关系的战略

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by

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Abstract

This strategy begins by outlining the good relationship between China and New Zealand, which will provide the basis for building cooperation between the communities of Wuhan and Christchurch.

The cooperation between the cities is important to improve the better understanding of peoples from different cultural backgrounds. It is also increasingly important for local economic development. Both Wuhan and Christchurch have benefited from their own relationships with their partner cities in other countries. And the benefits are economic as well as social and cultural.

In the past years Wuhan and Christchurch have already tried to come closer, e.g. the Mayors of both cities signed an agreement on cooperation in 1999, which has laid a foundation for further cooperation. Encouragingly, in 2003 several cooperation agreements at city level as well as in the education sector have been signed. This will greatly push the relationship forward.

The more we know about each other, the more possible cooperation becomes. The strategy analyzes what advantages Wuhan and Christchurch have in industry, infrastructure, education and research and tourism. The comparison aims to create cooperation opportunities. The comparison identifies many similarities between the two cities.

As for the opportunities, this strategy doesn't provide detailed matches for the concrete cooperation projects, because the strategy can not force cooperation. However, a few matches are still described, for agreements already exists on some concrete projects between the organizations and some of these are already being realized.

Finally the strategy provides a few suggestions and recommendations, answering the question how Wuhan and Christchurch can start cooperating and how to keep a long-term relationship active.

Contents

Abstract	1
Contents	2
Introduction	3
Good relationship between China and New Zealand	4
International cooperation is significant to the cities	5
International Partner Cities of Wuhan	6
Sister Cities of Christchurch	6
Benefits from the Sister City Relationships for Wuhan and Christchurch	7
Wuhan and Christchurch need each other	10
The relationships between Wuhan and Christchurch and its goal	10
Existing relationships	10
Goal of cooperation between Wuhan and Christchurch	11
Comparison of Christchurch and Wuhan	12
History	12
Location in Country	12
Size	12
Climate	13
Geography	13
Political Environment	14
Economy	15
Investor Friendly Environment	16
Comparison of Advantages	17
Transport and Advantages	17
Industry and Advantages	18
Three National Level Development Zones	19
Ten Key Industries in Wuhan	20
Hi-tech in Christchurch	24
Industry Sectors in Christchurch	26
Commerce and Market Advantages	28
Regional Financial Center	28
Agriculture	29
Advantages of Education & Research	30
Overseas Investments	41
Opportunities	41
Conclusion	44
Recommendations	45
Acknowledgement	50

Introduction

The 23 young officials of Wuhan Training Group have been studying at Canterbury University for five months, including one month internship in different organizations in Christchurch. During this period the Wuhan training group gained greater understanding of Christchurch and found that there is strong interest from both sides for cooperation with each other. Letters of intent for cooperation at the city level and in the education sector have been signed by group members while on internships with varying organisations; this laid a very good foundation for further cooperation. Wherever the group has gone, they heard the voice: "New Zealand is a small country, we need international markets. Asia is our neighbour".

This thought applies to China too. The awareness of opening-up is becoming stronger and stronger. Since China's accession to WTO, international cooperation has been a focus of the Chinese government. So is it in Wuhan. The local government of Wuhan makes efforts every year to promote all kinds of cooperation projects with world famous companies and cities of other countries.

Supported by the Christchurch City Council, Mr. Larry Podmore, science and technology manager of Canterbury Development Corporation (CDC) initiated a joint project working out a strategy plan aiming at a long term relationship between Wuhan and Christchurch. This proposal coincided with the idea of Wuhan to initiate an exchange relationship between the two cities. Together with Mr. Larry Podmore four people of the Training Group worked out this strategy. They are Mr. Li Pu, Mr. Li Lin, Mr. Su Haifeng and Mr. Li Shuguang.



Good relationship between China and New Zealand

The successful visit of Chinese State President, Hu Jintao, to New Zealand in October 2003 has been the highlight of the relationship between the two countries so far and gives the bilateral relationship a strong impulse.

New Zealand Prime Minister, Helen Clark, once indicated the importance of cooperation between the two countries in the 21st century by saying, "New Zealand and China share a home in the Asia-Pacific region". This cooperation has gained support from high ranking leaders in both countries.

New Zealand needs China

"New Zealand needs Asia more than Asia needs New Zealand," said Mr. Christopher Butler, Chief Executive of Asia 2000 Foundation, pointing out how important Asia is to New Zealand, an island nation isolated from the rest part of the world. New Zealand regards Asian countries as its neighbours.

"Nobel Prize winning scientist Dr Alan MacDiarmid, a New Zealander, believes that New Zealand should look to collaboration with China if it wants to keep up with technology." (Source: Asia 2000 Foundation)

China is the fourth largest trading partner of New Zealand. "The value of goods exchanged between the two countries totals more than \$4 billion..." (PRESS, October 23, 2003).

A great proportion of the foreign fee paying students are Chinese, which is a great contribution to New Zealand's education industry. "In 2002 over 80,000 students from other countries travelled to New Zealand for educational purposes. The main source countries for New Zealand are China, South Korea and Japan." (Resource: Asia 2000 Foundation). Nearly 40,000 Chinese students study in New Zealand.

China is a market for New Zealand's products such as wool, education, diary products, wood, paper and paperboard etc.

China needs New Zealand

In fact China needs New Zealand too. In foreign policy both China and New Zealand carry out an independent foreign policy and share common views on many international issues. Both countries are members of APEC and WTO.

Following the integration of the Chinese economy with the world, China needs international markets including New Zealand. According to the trade agreement signed recently between China and New Zealand the two countries have agreed to trade freely, which will benefit both sides significantly.

New Zealand is a market for China's products such as apparel, electrical machinery, machine, toys, sports equipment footwear etc.

International cooperation is significant to the cities

International cooperation between cities is an important part of the cooperation between countries. Cities from different countries exchange and cooperate with each other in order to contribute to their economic, cultural and social development. So the cities build international networks consisting of cities of different partnerships: Sister City Relationship (in China: friendly city relationship. This document chooses "sister city relationship" for both "sister city relationship" in New Zealand and friendly city relationship in China), friendly exchange relationship or strategic cooperation partnership.

In China the Friendly City Relationship is equal to the Sister City Relationship in New Zealand. Both are the highest levels of the international relationships of a city. The Friendly City Relationship in China must be approved by the Chinese National Association for Friendship with Foreign Countries. The criterion of the approval is to see how intensive the exchange and cooperation has been developed between the partner cities.

Friendly exchange relationshipS and strategic cooperation partnershipS are initiated With the aim of building towards a Sister City Relationship



International Partner Cities of Wuhan

Wuhan has eleven sister cities, three friendly exchange relationships and one strategic cooperation partnership.

Sister Cities of Wuhan:

Country	City	Formalized in
Japan	Oita	1979.09.07.
The United States	Pittsburg	1982.09.08.
Germany	Duisburg	1982.10.08.
United Kingdom	Manchester	1986.09.16.
Romania	Galati	1987.08.12.
Ukraine	Kiev	1990.10.19.
Sudan	Khartoum	1995.09.27.
Hungary	Gyor	1995.10.19.
France	Bordeaux	1998.06.18.
The Netherlands	Arnhem	1999.06.
R.O.Korea	Chrongju	2000.10.29.

Three friendly cities and one strategic cooperation partnership:

Friendly Exchange Relationships	Strategic Cooperation Partnership
Börlange in Sweden	Los Angeles in USA
St. Pölten in Austria	
Pietermaritzburg in South Africa	

Sister Cities of Christchurch

Country	Sister Cities	Formalized in
Japan	Kurashiki	1973
China	Gansu Province	1984
United Kingdom	Christchurch	1975
R.O. Korea	Songpa-Gu	1995
Australia	Adelaide	1972
United States	Seattle	1981

Benefits of the Sister City Relationships for Wuhan and Christchurch

The New Zealand Institute of Economic Research Inc released in March 2003 the results of a survey on the economic benefits of the Sister City Relationships in New Zealand, among their conclusions was the statement: *"Sister City relationships have delivered economic benefits at the firm level...These benefits have had a positive impact upon local economies."*(Source: "The economic benefits of Sister City relationships", Report to Sister Cities New Zealand, March 2003 NZ INSTITUTE OF ECONOMIC RESEARCH INC).

In China no similar survey has been made so far. But it is obvious that Wuhan has benefited from its Sister City Relationships and the cities of other kinds of relationships.



The Yellow Crane Tower in Wuhan



The Chalice in Christchurch

Benefits for Wuhan

Wuhan has gained many economic, cultural and educational benefits from its sister city relationships.

Economy

Wuhan's sister city relationships have directly contributed to Wuhan's economy. The following are some examples:

- Every year Wuhan undertakes economic promotion activities in different sister cities in order to create businesses opportunities.
- Cooperation with the German SES Bureau. Since early 1980s Wuhan cooperated with SES Office (Senior Expert Service) in Duisburg introducing the retired technicians such as engineers to Wuhan. These experts have helped Wuhan's state-owned enterprises with their management knowledge and technical expertise. Wuhan's enterprises have greatly benefited at very low cost.
- Three economic symposiums "Wuhan – the gate to the Chinese inland market" were held 1992, 1994 and 1996 in Duisburg, which greatly promoted the economic cooperation between Wuhan and Germany. After the 1994 symposium Siemens Ltd opened Siemens Wuhan Ltd in Wuhan in 1995.
- IHK Duisburg (Industrial and Commercial Chamber) established Firmenpool Wuhan, a sort of incubator that provides information and services for its member companies.
- University of Manchester established a joint incubator in Wuhan, a project funded by the Ministry of Science and Technology of China;
- Er Fei Shan Landfill Project – Project under the Kyoto Agreement according to which the Netherlands has a duty to reduce the CO2 emissions into the atmosphere. There are no more credits in the Netherlands, so the Netherlands Government has to buy CO2 emissions abroad in order to fulfil their duty. A company in Arnhem, Wuhans' Sister City, got the offer and found Wuhan as its cooperation partner. Both sides built the Er Fei Shan Landfill Project with a grant of five million Euros provided by the Netherlands' Government. A second project for which the Netherlands will give a larger grant is being negotiated.

Culture:

- The Sino-French Culture Year, 2003/2004 "China in France", 2004/2005 "France in China". All the activities are held in the sister cities.
- Musician exchange between Duisburger Piharmika and Wuhan Orchestra. The German musician came to Wuhan to help the musicians in Wuhan to improve their performance.

Education

- Joined MBA program between Bordeaux Commerce College and the Wuhan University of Science and Technology.
- A number of exchange programmes for students and teachers between universities, colleges and schools.

Benefits for Christchurch

Christchurch has also gained cultural and economic benefits from its Sister City Relationships, only the economic benefits are mentioned here. According to the report "The economic benefits of Sister City relationships" (Resource: Report to Sister Cities New Zealand, March 2003 NZ INSTITUTE OF ECONOMIC RESEARCH (INC.) the following are some examples reflecting the economic benefits for Christchurch from the Sister City relationships.

- Kurashiki orchestra visit: week long visit by 100-strong orchestra from Japan. Direct impact estimated to be around \$175,000.
- Human Interface Technology Laboratory New Zealand - technology transfer and knowledge sharing are highly likely to lead to commercial success in future. Following the example of the US HIT lab. It enhances Christchurch's reputation as centre of excellence for information technology.
- "The HIT Lab is already putting New Zealand on the international ICT map with the planned staging of the next Virtual World Consortia meeting in 2003." (Source: Investment New Zealand: "50 Things you should know about INVESTMENT READY NEW ZEALAND")
- Canterbury Car Club: 100 visitors from Adelaide attended a Premier 3 day? car racing meet. Direct impact estimated to be \$150,000. Possibility of a larger visit (230 team members) in 2004, estimated to result in additional expenditure of \$340,000.
- DBS International Limited Exports of comb honey to Kurashiki, Japan, worth over \$200,000.
- Bone marrow project Link with Fred Hutchinson Cancer Research Center, Seattle. Staff exchange and knowledge transfers represent cost savings and improved treatment at Christchurch facilities.

Australian publicity: hour long documentary on Christchurch was shown on primetime TV in Adelaide, organized at low cost to the City. A 10 page glossy feature in Encounter Australia magazine was also organized. This kind of publicity provides valuable advertising.

- Knowledge exchange with Seattle and Adelaide. Significant transfer of information at very low cost. Some interest shown overseas in purchase of environmentally-friendly electric buses from Ashburton.

Wuhan and Christchurch need each other

Wuhan is looking for a city in Oceania to build a sister city net around the world. Christchurch needs a partner in China to broaden its economic and scientific cooperation in China.

Christchurch could be a gateway for Wuhan to explore the Oceania market. For Christchurch Wuhan could be a gate to the Chinese inland market.

Both cities could benefit from cooperation in the fields of research and education due to similarities and in these fields between the two cities.

The relationships between Wuhan and Christchurch and its goals

In 1999 the Mayor of Christchurch led a delegation to Wuhan. During his visit a cooperation agreement was signed by the Mayors of the two cities. In the same year an education exhibition on Canterbury and Christchurch was held successfully in Wuhan. As a result a number of delegations came from Wuhan to Christchurch with the purpose of seeking cooperation agreements. The following discusses the existing relationships, including cooperation projects, between Wuhan and Christchurch .

Existing relationships

City:

- The Agreement signed by the Mayors of Wuhan and Christchurch in 1999 was the basis of further cooperation.
- The Memorandum of Understanding signed between Canterbury Development Corporation (CDC) and the Delegation headed by Mr. Li Yunfei vice Mayor of Wuhan on November 8, 2003 aims to strengthen the relationship.
- The agreement on cooperation signed between the Wuhan Economic Commission and CDC in November 2003.
- Wuhan City has cooperated with Canterbury University successfully in terms of the Training Programme "WTO and Public Sector Management". From September 2003 to February 2004 23 young officials of the Wuhan City Government Group studied at Canterbury University, which represents great progress for the relationship.

Chamber of Commerce

The Wuhan General Chamber of Commerce and the Canterbury Employees Chamber of Commerce signed a cooperation agreement.

Education:

- The New Zealand Education Exhibition was held in Wuhan 1999 in cooperation with the Education Bureau of Hubei Province. Many of Canterbury's universities, colleges and high schools were

represented at the exhibition.

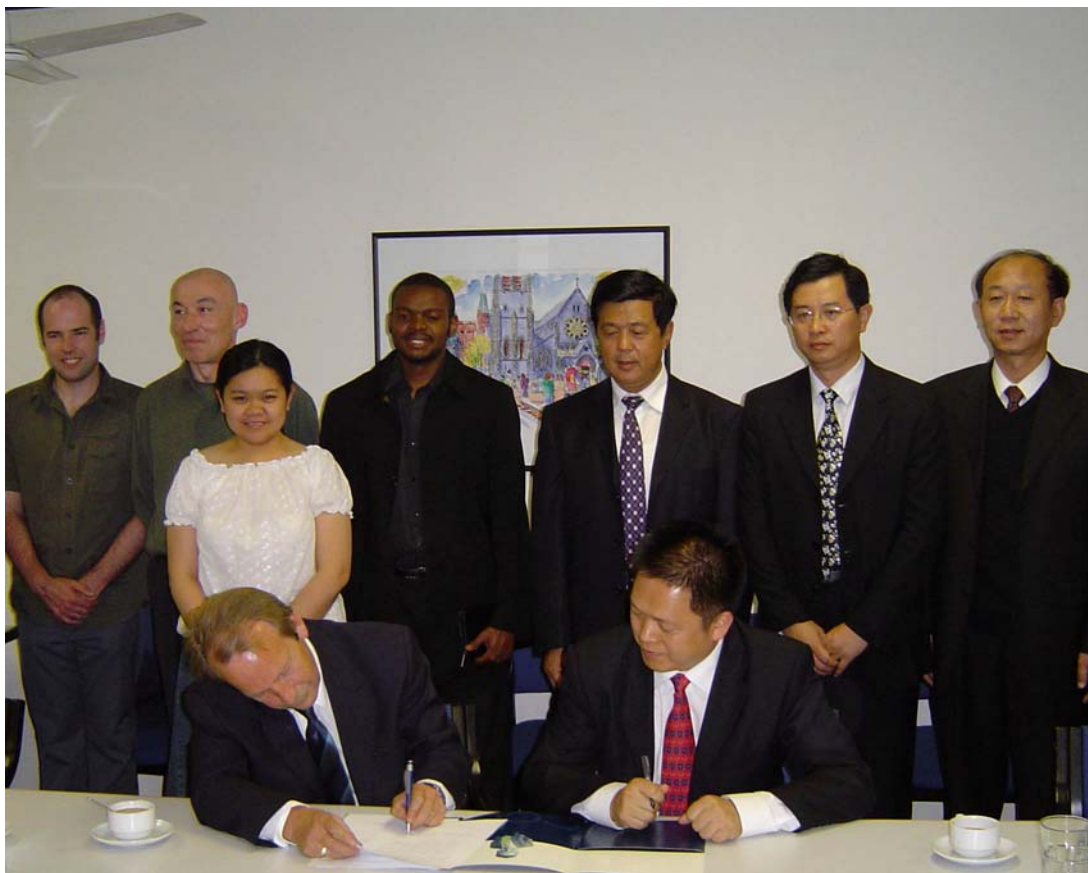
- The Jiang Han University in Wuhan established a partnership with Lincoln University in 2003.
- Wuhan Education Bureau and Christchurch College of Education signed a letter of intent to cooperate and undertake exchanges including a teacher training programme.
- Wuhan No. 6 High School has developed friendly exchange relationships with Hornby High School and St Thomas High School of Christchurch.

Goals of cooperation between Wuhan and Christchurch

Umbrella- Wuhan and Christchurch aim to build an umbrella to promote and support the cooperation in various fields including economic trade, science and technology, culture and education etc;

A long term relationship: instead of an ad hoc relationship the relationship should be long lasting and continuous;

The final goal of the cooperation is that Wuhan and Christchurch should grow together.



Signing the memorandum of understanding between Wuhan Economic Commission and the CDC – November 2003

Comparison of Christchurch and Wuhan

This section gives brief information about Wuhan and Christchurch.

History

Wuhan is a historical and cultural city with a history of 3500 years. In 1861, Hankou, one of Wuhan's three towns today, was opened to foreign trade. In 1927, National Government announced to set up Wuhan City. In 1986, the State Council promulgated that Wuhan was "Chinese Famous Historical and Cultural City". In 1992, Wuhan was approved to be open to the outside world.

Christchurch: Maori history suggests people first inhabited the Canterbury area about one thousand years ago. In 1849, Captain Thomas, chose relatively dry ground at the limit of navigation on the Avon River as the site of the capital of the Canterbury Settlement. Christchurch became a city by Royal Charter on July 31, 1856, making it officially the oldest established city in New Zealand.

Location in Country

Wuhan is the biggest city in the Central China and the fourth biggest city in China. Wuhan is located in hinterland of China. It is at the intersection of the middle reaches of the Yangtze River and Hanshui River. The Yangtze River and Hanshui River divide Wuhan into three parts: Hankou, Hanyang and Wuchang, which were generally known as Wuhan's Three Towns. Wuhan is always referred to as "the thoroughfare of nine provinces".

Christchurch is the second biggest city in New Zealand. "Christchurch is a Mecca for innovation and new ventures" Brett Chambers, Deloitte Fast 50 Advocate. It is the central hub of Canterbury and gateway to the South Island and Antarctica. It is known as the Garden City.

New Zealand and Canterbury have a strategic location, which offers some key business advantages:

Time Zone: New Zealand's location means it is the first OECD country to begin each business day, a decisive advantage in the equities and currency markets. The working day in New Zealand spans the afternoon on the west coast of the United States, the Asian day and goes right through breakfast in Europe, making it possible to readily contact overseas business associates.

New Zealand's distance from major trouble spots creates a natural buffer in today's world of uncertainty.

Size

Wuhan occupies a land of 8467 km², most of which is plain and supplemented by hills with a great number of lakes and pools. It had a population of 8.3 million residents by the end of 2001.

Christchurch occupies a land area of 452 km². City dwellers take enormous pride in their gardens and with one third of all public land is devoted to parks and reserves. It has a population of 320,000 with Median age 35.5 years.

Proportion of different races: As a migrant nation New Zealand has historically been, and still is, internationally focused. Canterbury's colonial past is revealed in its ethnic composition with 88% of the population of European ethnicity – most originating from the UK and Ireland. A further 7% are Maori, most of who belong to the Ngai Tahu tribe. In recent years, however the migration from Asia has increased during the early mid 1990s. Asians comprised 5.7% of Christchurch residents (17,535) in 2001.

Christchurch is increasingly becoming multicultural with 17% of the population born overseas.

Climate

Wuhan is of a subtropical wet monsoon climate with four distinct seasons. Its annual temperature is 16.8 and the yearly average rainfall is 1093.3 mm. The annual average sunshine is 208.9 days. In terms of wind directions, the normal direction is northeast, and it is by south in summer.

Christchurch enjoys a pleasant, temperate climate with four well-defined seasons. It has more sunshine and less rainfall than most major world cities with an average of 2040 sunshine hours per year. The temperature mean Daily Maximum is 21.7C in January and 10.3C in July. Mean Temperature is 12.1C. The Mean annual Maximum is 32.0C, Mean Annual Minimum is -3.9C. Mean average bright sunshine is 2,049 hours per annum.

Geography

Wuhan is rich in natural resources, it has abundant land, minerals and .

Wuhan City is known as "Riverside City and "City Hundred Lakes with a River flowing through the city proper and lakes scattered all around like stars. The Yangtze River, the third largest river in the world, and its largest branch, the Hanjiang River, intersect at Wuhan,. The water surface occupies 25% (2,187 KM²) of Wuhan's total area of 8494 square kilometers, which is very rare in big cities of the world.

The water resources reserve is far more than that required to meet the demands of industry, agriculture and residents' daily life.

- In normal circumstances, the underground water reserve is 12.8 billion M³.
- There are 274 reservoirs.
- The water is low in price but high in quality.

Christchurch and Canterbury: Canterbury spans the land between the Southern Alps of New Zealand and the Pacific Ocean, offering landforms ranging from towering alpine peaks and broad alluvial plains to magnificent harbours and sun-drenched beaches.

Christchurch is bordered by hills and the Pacific Ocean. On the edge of the Canterbury plains, which stretch to

the Southern Alps, the city is at the centre of an area of tremendous geographical contrast. There are more than 600 parks and reserves in Christchurch. The total area is about 120 KM².

Political Environment

China's Opening-up Policy

China has been practicing the opening-up policy and reform for more than 25 years, which has helped it become one of the fastest developing countries and greatest marketplace's of the world.

Chinese independent foreign policy has created a peaceful economic environment for the Chinese economy. This is also the reason why China has become the second largest country in attracting foreign investments.

The authorities of different levels regard economic development as the most important task, with strong political support from the central and local governments.

Wuhan's Local Government

Wuhan Municipal Government governs 13 district governments and has 26 directly subordinated departments, and manages the city according to the needs of the national economy and social development. All strategic development is aligned with Provincial and Central Government goals. Some city projects receive national importance status. E.g. Wuhan is home to many national level laboratories. There are three national level industrial zones.

New Zealand's Political Environment

New Zealand is one of the most politically stable nations of the world, which is an important consideration for investors.

According to Transparency International, public services agencies in New Zealand are regarded as the third least corrupt in the world. This ensures that government decision making is transparent and reflects the principles which underpin government-to-business relations in New Zealand.

Local Governments of Canterbury and Christchurch

Within Canterbury region there is one regional council (Environment Canterbury), one city council (Christchurch City Council) and nine district councils.

Christchurch City Council is democratically elected every three years and is responsible for infrastructure, resource management, including land use and planning, and utilities such as sewerage, water supply and waste disposal.

Environment Canterbury has jurisdiction over most environmental and infrastructure activities within the region,

and is democratically elected every three years too.

Economy

Wuhan's economy represents around 1% of Chinese economic activity and is one of the most important industrial cities in China. In 2002, GDP of Wuhan reached NZ\$ 30 Billion, with a 12% increase compared with the previous year. The government revenue income amounted to NZ\$ 4 billion with a 15.5% increase over that of the previous year. The overall consumer price remained stable at a relatively low level. The total employed is 4.07 million. The registered unemployment rate was 4.98%. At present, the total value of imports and exports accounts for 14% of its GDP.

Canterbury's regional economy equates to around 13% of New Zealand's economic activity and is one of the most dynamic in New Zealand. In 2002 Canterbury's GDP was NZ\$ 13.8 billion.



Investor Friendly Environment

Wuhan

After evaluating the investment environment of Wuhan, the United Nations Industrial Development Organization rated Wuhan as one of the most preferable destinations of Midwest China for foreign investments.

To facilitate investments in Wuhan, Wuhan Municipal Government has taken a series of measures, such as:

- Mayor Call: If an investor has any question concerning the investment environment, he can dial the telephone number (027) 8288 5588 to seek assistance.
- One-Stop Service: provides quick and effective service related to the approval and registration for establishing foreign companies.
- Complaints Disposal System: deals with the complaints coming from the foreign investors.

Christchurch

Low Business Costs

Business costs in New Zealand are significantly lower than most other OECD countries. The company tax rate is 33%, which compares favourably with countries such as the United States, Germany and France. In addition, a Goods and Service Tax (GST) of 12.5% is levied on all transactions except those in the financial, residential property or export sectors.

Investor Friendly

Minimal and transparent regulations make investing in Canterbury a straightforward process. Canterbury welcomes foreign investment with investors free to acquire controlling interest in ventures. Whether looking to invest in an existing business, land-based assets, stocks and bonds or a "green fields" venture, Canterbury offers attractive investment opportunities.

Supportive Business Networks

Increasing numbers of businesses and investors are choosing to base themselves in Christchurch and the Canterbury region. New and established businesses receive extensive advice and support through the Canterbury Development Corporation (CDC www.cdc.org.nz).

Canterbury Development Corporation supports five thriving business clusters:

- Software (www.canterburysoftware.org.nz)
- Nutraceuticals(www.nutraceuticals.org.nz)
- Electronics (www.electronicssouth.org.nz)
- Designer Fashion and Outdoor Apparel(www.clotheslink.org.nz)
- Education Christchurch(www.educationchristchurch.org.nz)

CDC is the primary point of reference for foreign direct investment enquiries and corporate relocations.

CDC also offers small and medium business in the region a range of services.

Other business support organizations include:

- Business Information Zone (www.biz.org.nz)
- New Zealand Trade & Enterprise (www.nzte.org.nz)
- Canterbury Employer's Chamber of Commerce (www.cecc.org.nz)
- Canterbury Manufacturers' Association (www.cma.org.nz)
- New Zealand Institute of Management (www.nzim.co.nz)
- Institute of Directors (www.iod.org.nz)

Comparison of Advantages

The better the cities know each other, the more likely they are to cooperate. A comparison of advantages of the cities aims to derive opportunities for each other.

Transport and Advantages

Wuhan – Crossroad of China

Wuhan is one of the traffic hubs in China. Wuhan is always referred to as "the Crossroads of China". Its downtown forms the external ring, middle ring and internal ring of fast lanes. Four arterial railways such as Beijing - Guangzhou, Beijing - Kowloon, Wuhan - Daye and Wuhan - Danjiangkou intersect in Wuhan, from which you may reach 25 provincial capitals in China by railway. Wuhan civil airliners can fly to China's 54 large and middle sized cities and Hong Kong. The international airliners can fly direct to Japan and R.O. Korea, etc.



Wuhan - Golden key to enter the landlocked market of China

Because of its central geographical location Wuhan is praised traditionally as the golden key to enter the landlocked market of China.

With Wuhan as the centre and 1000km as the radius to draw a circle, many metropolises, such as Beijing, Shanghai, Chengdu, etc., are brought into it. This circle is the economic core of China. Thus, many economists call Wuhan the "Heart of Chinese Economic Geography".

Christchurch and Canterbury has a well-developed, cost-effective business infrastructure. The region is well served by an international airport and two sea ports.

Christchurch International Airport: is the country's second largest airport and services over 150 international flights each week by five international carriers to 10 overseas destinations. The airport is also the base for the New Zealand, US and Italian operations to Antarctica.

Port Lyttelton: 14 km from Christchurch, the largest coal exporting port in New Zealand.

Port Timaru: located in South Canterbury, the second largest fishing port in New Zealand.

These international links are complemented by excellent road and rail networks. Canterbury has a modern road system with some 8,737 kilometers of sealed roads. Christchurch is the central hub in the South Island rail network. Freight and passenger services link Kaikoura and Picton to the north, the West Coast to the West, and Dunedin and Invercargill to the south.

Industry and Advantages

Wuhan is an important industrial base of China with excellent foundations both in high-tech manufacturing and traditional manufacturing.

. In the Late Qing Dynasty the first Chinese iron plant and weapon plant appeared in Wuhan, building Wuhan's reputation as an industrial city in China.

Wuhan has a large industrial economy with 33 different sectors and over 30,000 manufacturing enterprises, including iron & steel, automobile, machinery, petrochemical, optical telecom, medicine, textile, garment, food industry, etc.

Three National Level Development Zones

Development Zones play a critical role in Wuhan's economic growth.



Wuhan Economic & Technological Development Zone

<http://www.wedz.com.cn>

Wuhan Economic & Technological Development Zone (WEDZ), established in 1991, has been drawn international since its development. Because of the sound investment climate of WEDZ, over 1500 multi-national and domestic enterprises have put their flags there, including 17 companies listed in the Global 500. Total investment exceeds NZ\$ 6 billion. An industrial structure of automobile and accessory, electronic & IT, food & beverage processing, printing, packaging, bioengineering, etc has taken shape. The only Exports Processing Zone in Central China was established there.

Complete infrastructure, convenient transport infrastructure, all-around service and beautiful environment with ISO 14000 certification are making WEDZ an attractive place in the city of Wuhan. The development strategy of WEDZ is to give Wuhan a modern manufacturing base, a wealthy urban district, and make it a model of international practice and a birthplace of optimized industries.

Wuhan East Lake High-tech Development Zone

www.wehdz.gov.cn

Wuhan East Lake High-tech Development Zone was established in 1988. In 2001 it was approved by the National Planning Commission as the only National optical-electronics base, and named the "Optics Valley of China". With 10 years' development, the zone has developed an industrial structure with the optical-electronics industry as the backbone and bioengineering, new pharmaceuticals, environment industry, and integrated machinery & electronics as the other main industries. 5,000 enterprises have been set up, of which 1,000 are verified as high-tech enterprises. In terms of optical-electronics, it is the largest optical fiber and cable manufacturer in China, the largest optical device producer, one of the three largest laser industry bases, and one of the national software bases.

Wujiashan Taiwan Business Investment Zone

www.dXH.gov.cn

This investment zone was set up with the approval of the Ministry of Science & Technology and the Taiwan Affairs Office of the State Council. It is the national food and beverage industry base.

Since its establishment, 154 overseas-funded projects have commenced with a total investment of about NZ\$ 160 million. 448 domestic projects are attracted to the park totalling about NZ\$ 2 billion of investment.

Ten Key Industries in Wuhan

Iron & Steel

Wuhan is an important iron & steel manufacturing base in China.

Wuhan Iron & Steel (Group) Corp. (WISCO)

www.wisco.com.cn

WISCO, ranking No.3 in terms of scale in China and No.2 in terms of innovation capability and new products development capability, has a capacity of producing ten million tones of iron and ten million tones of steel per year.

Automobile

There are 106 automobile-related enterprises, including two automobile manufacturers and 74 automobile components producers. The flagship automobile manufacturer, Dongfeng-PSA Automobile Co., Ltd., which has a capacity of producing 150,000 cars per year, captures 10% market share and ranks No. 7 in terms of scale. The key car and car components producers include:



Hi-Tech enterprise in Wuhan

Dongfeng-PSA Automobile Co., Ltd.

www.dpca.com.cn

Dongfeng Motor Co. Ltd.

Www. dongfeng.com.cn

Dongfeng Honda (Wuhan) Motor Co., Ltd

Optical electronics

"China Optical Valley", located in Wuhan, has a striking comparative advantage in terms of intellectual property generation and R&D. Wuhan Research Institute of Posts & Telecommunications and Yangtze Optical Fibre & Cable Company Ltd have a leading position in the field of optical communication with a substantial intellectual property portfolio. e. Huagong Tech Industry Co. Ltd; and Chutian Laser Ltd have strengths in R&D in the field of energy optical-electronics. The key companies include:

Wuhan Research Institute of Posts & Telecommunications

www.wri.com.cn

Yangtze Optical Fibre & Cable Company Ltd.

www.yofcfiber.com

Huagong Tech Industry Co. Ltd

www.hgtech.com.cn

Routon Electronic Co. Ltd

www.jinglun.com.cn

Wuhan Proview Technology Co. Ltd.

www.emc.net.cn

Putian Wuhan Industrial Group Co.

www.ptic.com.cn



Optical Valley in Wuhan

Machinery

Wuhan is a traditional Chinese machinery-manufacturing base. Wuhan takes a leading position and has comparative advantages in ship the industry, represented by Wuchang Shipyard Factory and Qinshan Shipyard Factory, and in electric generator manufacturing represented by Hangjiang Energy Corp. and Wuhan Boiler Co. Ltd. Wuhan also has strengths in vehicle transportation equipment, digital controlled machines, digital control systems, port and bridge equipments and office facilities. The key companies include:

Wuchang Shipyard Factory

www.wuchuan.com.cn

China Chang Jiang Energy Corp. (Group)

www.ccjec.com

Wuhan Boiler Co. Ltd

www.wbcl.com.cn

Wuhan Heavy Duty Machine Tool Group Corporation

www.whhdm.com

Pharmaceutical Industry

Wuhan's Pharmaceutical Industry is well represented by traditional Chinese medicine and complemented with biomedicine, bio-healthcare products, chemical pharmaceuticals and bio-pesticides. Pharmaceutical product licences total 2500. famous brand enterprises include:

Wuhan Jianmin Pharmaceutical Group Co. Ltd
www.61jmcity.com.cn

Wuhan MaYinglong Pharmaceutical Group Co. Ltd
www.myl1582.com.cn

Wuhan Zhonglian Pharmaceutical Group Co. Ltd
www.whzlyy.com

Red Heart King Group Co. Ltd
www.rhk.com.cn

Wuhan Grand Pharmaceutical Group Co. Ltd
www.wuhan-pharm.com

Environment Protection Industry

The value of Wuhan's environment protection industry accounts for 3% of China's total. Wuhan Qingshan Environment Protection Industry Base is a national-level one. There are many environmental protection research institutes such as the Environment Institute Huazhong University of Science and Technology and the Environment Institute of Wuhan University, etc. A number of globally and domestic leading achievements have taken place in the fields of environment protection systems, environment protection equipment and R&D. Environment protection companies include:

Wuhan Kaidi Electric Power Co. Ltd
www.kaidi.com.cn

Wuhan Green World Environmental Protection Tech Ltd
www.china-greenworld.com

Food Processing Industry

Wuhan is an important food and beverage manufacturing base in China. There is a batch of famous food and beverage producers such as Wuhan Coca-Cola Beverage Co, Wuhan Pepsi-Cola Beverage Co. Ltd, Budweiser (Wuhan) Co., Wuhan Tongyi Food Co., Dingyi Ltd and Huareng Ltd. Many dairy products producers also are

located here such as Youzhiyou, Yangzijiang, Xiangmanlou and Guangmin. Wuhan's tobacco industry is also well developed and is one of the biggest government revenue contributors.

Wuhan Coca Cola Beverage Co.

www.coca-cola.com.cn/

Wuhan Pepsi-Cola Beverage Co. Ltd

Budweiser (Wuhan) Co.

www.budweiser.com

Wuhan Tongyi Food Co., Ltd

[www.uni-president.com.tw/](http://www.uni-president.com.tw)

Wuhan Tobacco (Group) Co. Ltd

www.wuyan.com.cn

Chemical Industry

The Petrol Chemical industry plays a very important part in Wuhan's economy. Many chemical enterprises have strong competences such as Wuhan Gehua Group Ltd, Wuhan Youji Industries Co., Ltd and Wuhan Inorganic Salt Chemical Plant, etc.

Wuhan Youji Industries Co., Ltd.

www.chinaorganic.com

Wuhan Inorganic Salt Chemical Plant

www.chinainorganic.com

Wuhan Gehua Group Ltd

www.whghjt.com/

Light Industry

Light industry in Wuhan includes:

- Paper manufacturing: Chengming Ltd is the second largest paper manufacturer in China;
- Home electric appliance manufacturing: Haier and TCL -- the two biggest home electric appliance manufacturerS of China have A manufacturing base in Wuhan;
- Packaging and printing, handcrafts and arts, souvenirs.

Textile & Garment

Textile is traditionally a pillar industry in Wuhan. There are many textile related enterprises, among which Yudahua Corp. ranks No.3 in China, and Wuhan No.1 Textile Corp. ranks top 10 in the industry. There are also a big number of garment manufacturers which produce well-known “Wuhan Brand” clothes.

Hi-tech in Christchurch

Christchurch is home to many of New Zealand’s leading high technology companies, many of whom are recognised as global leaders in their fields. Companies include:

Allied Telesyn

www.alliedtelesyn.co.nz

Allied Telesyn build networks that link people to information – in small networks, across large networks, and over the internet. It has recently undertaken expansion of its R&D facilities in Christchurch.

Hamilton Jet

www.hamjet.co.nz

In 1953 Sir William Hamilton designed and developed the first modern waterjet propulsion system. Today, the company still sets the standard with over 20,000 propulsion units in boats all over the world.

Scott Technology

www.scott.co.nz

Scott Technology is a company that specialises exclusively in the design of large scale automated production systems for the major domestic appliance producers of the world.

Dynamic Controls

www.dynamicmobility.co.nz

Dynamic Controls is the world’s largest designer, manufacturer, and supplier of intelligent, lightweight wheelchair power control systems.

Tait Electronics

www.taitworld.com

From its inception in 1969, Tait Electronics has been a Canterbury hothouse of innovation. Sir Angus Tait’s commitment to R&D has enabled Tait to become a world leader in the design and manufacture of mobile radios, trunking systems, and sophisticated mobile data solutions.

Pulse Data International

www.pulsedata.co.nz

Pulse Data International is an innovator in leading edge technology products for the visually impaired.

Jade

www.discoverjade.com

Jade is a purpose-built system for transaction-based enterprise development that is reliable, fast, and built to suit customers' needs.

Trimble Navigation New Zealand

www.trimble.com

A world leader in GPS (Global Positioning Systems) research and development, Trimble Navigation specialises in avionics, land survey, precision mining, construction and agriculture mapping and GIS systems.

Invensys Energy Systems New Zealand

www.invensys-energy.co.nz

Invensys Energy Systems New Zealand is part of the Invensys Power Systems Group of companies, with over 16,000 staff in more than 40 countries worldwide. Invensys Energy Systems specialise in the design and manufacture of Intergy – the future power for communications.

I-Touch (UK)

<http://www.itouchmobility.com>

I-Touch is a leader in wireless computing solutions and integrated electronic systems design and development. Holliday is one of the top 100 application developers in the world for the Palm computing platform.



Pulse Data International

Industry Sectors in Christchurch

Engineering

Canterbury's engineering industry originally grew out of the need to provide machinery for agriculture in the region. The production of high quality agricultural equipment remains a strength of engineering firms in the region. Today the region is home to many innovative niche high precision and heavy engineering firms. Leading companies include:

Christchurch Engine Centre

www.airnz.co.nz/engineering/index.jsp

A major joint venture has recently been signed with aircraft engine manufacturer Pratt & Whitney to significantly extend engineering services at Christchurch Airport. Based at Christchurch Airport, Ansett Australia and Air New Zealand Engineering are a major aircraft maintenance, repair and overhaul operation serving New Zealand, Australia, Asia, the Americas and Europe

Designline Ltd

www.designline.co.nz/

Designline Ltd is one of Australasia's most significant bus and coach builders. The company has manufactured almost 2,500 vehicles for the local and international market and is a market leader in the design of electric hybrid buses which are currently attracting attention in a number of Asian markets because of their environmentally friendly operating standards.

Mace Engineering

www.mace-eng.co.nz

Highly skilled engineers, working with leading-edge computer technology and state-of-the-art machine tools, give Mace Engineering production capabilities unequalled in New Zealand. Mace Engineering's services are sought after by a diverse range of clients from the world's manufacturing, aviation, shipbuilding and automotive industries.

Manufacturing

Manufacturing is a core sector of Canterbury's economy and many local manufacturers have become world leaders in their fields. Manufacturing employs approximately 20 percent of Christchurch's labour force and 26 percent of the town of Ashburton's labour force.

Leading companies include:

MacPac Wilderness Ltd

www.macpac.co.nz/

MacPac Wilderness Ltd designs and manufactures innovative, high specification products for outdoor recreation, including tents, backpacks and apparel.

Feltex Carpets

www.feltex.co.nz/

Feltex is one of the worlds top 50 carpet makers dedicated to making both high quality wool and wool-rich carpets and underlay products. Feltex exports its carpets throughout the world.

Skope Industries Ltd

www.skope.co.nz/

Skope is a world leader in the design and manufacture of commercial refrigeration equipment, heaters and related products. Skope was the first manufacturer in the Southern Hemisphere to introduce CFC free refrigerants into its products.

Firestone

www.firestone.co.nz/index.html

Firestone, the multinational Tyre Company, has a manufacturing plant in Christchurch. Christchurch is the base for supplying New Zealand with Firestone Products.

Commerce and Market Advantages

Wuhan

Located in the hinterland of China's inland market, Wuhan is the largest inland circulation centre. The commodity market in Wuhan is characterized by its strong distribution function and wide radiating effect. Businessmen, home and abroad, all regard Wuhan's market as the strategic pivot to enter into China's inland market, where commodities can be radiated to five provinces; Hunan, Jiangxi, Anhui, Henan, Sichuan with nearly 400 million people.

Wuhan is one of the Chinese cities where domestic trade is a competitive strength. Total retail REVENUE reached NZ\$15.4 billion in 2002. In volume of retail, Wuhan is next to Shanghai, Beijing and Guangzhou. Nowadays the city has more than 105,000 commercial retail outlets, four publicly-listed commercial companies and eight large-scale shopping centres that are among the Top 100 national largest retail stores in China. Wuhan's four major commercial enterprises-"Hanzhengjie Bazaar", "Wuhan Plaza", "Zhongshang Plaza" and "Hanyang Emporium"- enjoy the highest reputation in China.

In recent years, many world famous commercial giants such as Walmart, Metro, B&Q and Carrefour have opened branches in Wuhan.

Christchurch

Christchurch is the gateway to the South Island and a thriving commercial and economic hub representing 13% of New Zealand's national economy. The city and region has a strong, export-oriented economy and is the main distribution point for the South Island. Support comes from Christchurch's International Airport and a deep-harbour port at Lyttelton, plus extensive road and rail links.

Regional Financial Centre

Wuhan is the regional financial centre of Central China, where the regional headquarters of China's major financial institutions are located, such as China's People's Bank, Industrial & Commercial Bank of China, Bank of China, China's Construction Bank and China's Agriculture Bank. The businesses of these banks cover Hubei, Hunan and Jiangxi provinces. Wuhan is the regional centre of

- financial supervision
- monetary clearing
- inter-banks borrowing

Nine foreign financial institutions have a presence in Wuhan, seven of them have representative offices and two have branches, such as Barclays Bank (Britain), Hongkong Shanghai Bank, France Societe Generale, Paris National Bank, etc. From January 2003, foreign banks are granted the rights to conduct RMB business in Wuhan.

Agriculture

Wuhan

The value added volume of the primary industry has reached NZ\$ 1.8 billion with a growth rate of 3.8% in 2002. This represents 6.3% of the total GDP of Wuhan. In future, Wuhan will focus on development of modern agriculture through industrialization. The Dongxi Hu Lake Development Zone has as its priority modern agriculture.

Canterbury's agricultural, fishing & sector contributed \$937.3 million to the national economy in the year to March 2002, with this sector employing around 8% of Canterbury's workers. However, the economic importance of agriculture is far greater than these figures suggest with agricultural goods making up over half of the region's total exports. Over 90% of Canterbury's land, some 3,151,000 hectares, is dedicated to farming. In 1999 the total number of farms in Canterbury was 10,581. About 12,000 hectares are in horticultural production with land increasingly being turned over to wine production and Canterbury now has the fourth largest acreage in grapes in New Zealand. The agricultural sector is complemented with world-class research institutes that sit in geographical proximity to Lincoln University, which produces top-class agricultural graduates and specialists.

Canterbury's landmark primary sector firms include:

GL Bowron and Co Ltd

www.bowron.co.nz/

GL Bowron and Co Ltd have been making high quality sheep skin products since 1881 and are the world's largest wool tannery.

Pyne Gould Guinness

www.pgg.co.nz/

Pyne Gould Guinness Limited is one of New Zealand's premier rural servicing companies whose activities span livestock, wool, grain & seed, rural merchandise, rural finance, banking, insurance and real estate marketing.

Giesen Wine Estate

www.giesen.co.nz/html/

Established in 1981, Giesen Wine Estate now exports its wines all over the world and is one of a growing number of world-class boutique wineries to be found in the region.

Heinz Watties

www.watties.co.nz/cda/hwa_page/1,2601,1000,00.html

Heinz-Watties is one of Australasia's leading manufacturers and exporters of food products. Christchurch is a base for the processing of frozen and dried vegetables.

Advantages of Education & Research

Both Wuhan and Christchurch have their strengths in education and research.

Introduction to Wuhan's education and research

Wuhan is the centre of science technology and culture education in Central China. Its all-round strengths of science and technology and education are only next to Beijing and Shanghai, ranking 3rd place amongst the big and medium-sized cities in China.

Wuhan has:

- 35 universities and colleges with 300,000 students
- Four scientific and technology development parks as well as numerous enterprise incubators
- 736 scientific research institutes
- 10 state-level leading laboratories
- 45 academicians of the China Academy of Sciences and China Academy of Engineering
- Over 450,000 professionals work in various fields.

Wuhan East Lake Zone is the 2nd most intensively intellectual area (only smaller than Beijing Zhongguan Village) in China, with a national leading role in science in the five domains of telecommunication, bioengineering, lasers, microelectronics and new materials.

Research & Education Providers of Wuhan

As mentioned there are 35 universities and many research institutions in Wuhan. In the following introduction only a few universities with their laboratories and research institutions are chosen.

Wuhan University

www.whu.edu.cn

As one of the oldest universities in China, Wuhan University was founded in 1893. Now it is one of the best universities in China. It is also well-known because of its beautiful campus.

There are more than 47,000 students and 15,000 postgraduate students studying at the University. The university has approximately 5,000 teachers, including 4 academicians of Chinese Academy of Sciences and 5 academicians of the Chinese Academy of Engineering.

During the past 10 years, Wuhan University completed thousands of natural sciences research projects, among which many have reached international advanced level. Many have won various awards including 40-odd ministerial or provincial awards each year. Time and again, the university has been on the list of top Ten Universities in China for patent application and SCI citation.

The main disciplines

- Space Physics
- Analytic Chemistry
- Botany
- Virology
- Engineering of Irrigation and Water Conservancy
- Photographic Survey and Remote Sensing
- Western Philosophy
- World Economy
- International Economic Law
- Private International Law & Public International Law
- History of Ancient China (note: need bullet point in front of this)



Wuhan University

The State's Key (Discipline) Laboratories

- The State's Key Laboratory of Cartographical, Remote Sensing and Information Engineering
- The State's Key Laboratory of Software Engineering
- The Laboratory of Virus Biological Control
- The Laboratory of Rare-Earth Element Analysis, Bioelectric Analytical Chemistry and Electrochemistry
- The Laboratory of Ionosphere

The State's Engineering Technology Research Centre

- The State's Engineering Technology Research Centre of Satellite Position-Fixing System
- The State's Engineering Technology Research Centre of Multimedia Software

Huazhong University of Science & Technology (HUST)

www.hust.edu.cn

Huazhong University of Science & Technology ranks top among China's leading universities for its comprehensive strengths.

- There are eleven disciplines: philosophy, economics, law, education, literature, history, agriculture, science, engineering, medicine and management.
- The University offers a variety of programs, including 69 undergraduate programs, 200 Master programs, 139 doctoral programs and 17 post-doctoral research centers.
- The University has more than 10,000 faculty members including 14 academicians of the Chinese Academy of Sciences & the Chinese Academy of Engineering.
- The enrolled students number over 60,000, of whom more than 10,000 are graduate students.

Tongji Medical College, one of the most important parts of HUST, founded by a German Church in the late 19th century, is one of the best medical colleges in China and it has wide international links especially with Germany.

Key Research Institutions

A number of leading research centres are located in HUST.

key State Labs

- Laboratory of Plastic Forming Simulation & Die Technology
- Laboratory of Laser Technology
- Laboratory of Coal Combustion



&Technology

State Specialized Labs

- Laboratory of New Type of Electrical Machinery
- Laboratory of Peripheral Memory System
- State Engineering Research Centers
- Engineering Research Center of Laser Processing
- Engineering Research Center of CAD Software
- Engineering Research Center of Numerical Control System

Ministerial Key Labs

- State Education Ministry Laboratory of Intelligence Manufacturing Technology
- State Education Ministry Laboratory of Image Information and Intelligence Control
- State Education Ministry Laboratory of Peripheral Memory System
- State Education Ministry Laboratory of Biomedical Photonics
- Public Health Ministry Laboratory of Organ Transplantation
- Public Health Ministry Laboratory of Respiratory System
- Construction Ministry Laboratory of Water Supply and Drainage
- International Collaboration Research Center
- China-UK HUST-IACR Joint Lab
- HUST-IBM Research Center
- HUST Chiang Foundation Industrial Training Center
- Engineering Research Center of Ministry of Education
- Functional Ceramics Engineering Research Center
- Online Collaboration Research Center of Ministry of Education
- Mechanical Design and Manufacturing Online Collaboration Research Center
- Biomedical Photonics Online Collaboration Research Center
- Coal Combustion Online Collaboration Research Center

Hubei Provincial Key Lab

- Hubei Provincial Key Lab of Gravitation and Quantum Physics

Wuhan University of Technology

www.wut.edu.cn

Wuhan University of Technology is a key institution under the direct administration of the Ministry of Education of China. The University has eight major disciplines, with engineering being the mainstay and natural sciences as its foundation. The eight disciplines are combined with one another to include natural sciences, engineering, humanities, economics, management, law, philosophy and education. There are 2,400 academic faculty members including one academican of China Academy of Engineering and two academicians of China Academy of Science. The total enrollment of new WUT is over 37,000 students with 3,370 postgraduates.

National Level Labs

- State Key Laboratory of Advanced Technology for Materials Synthesis and Processing
- State Key Industrial Experimental Base for Optic Fiber Sensing Technology

Provincial and Ministerial Level Labs

- Laboratory for Silicate Materials Engineering
- Hubei Biomedical Materials Engineering Center
- The Center for Materials Research and Analysis
- Testing and Control Center for Product Quality of Port Machinery
- Hubei Provincial Center for Powder Science and Technology
- The Center for Plaster Industry and Technology in Hubei Province
- The Center for Rotary Furnace Testing and Measurement
- Mechanical and Electrical Engineering Research Center of China Automotive Industry Corporation
- Ships and Ocean Engineering Laboratory
- Research Center for Tribology

Huazhong Agricultural University (HAU)

www.hau.edu.cn

HAU has a history of over one hundred years. Presently the number of full-time students is about 11,500.

HAU is a multi-disciplinary comprehensive university giving priority to agriculture, characterized by life sciences and supplemented by the combination of agriculture, basic sciences, engineering, liberal arts, law, economic trade, and management.

As far as the educational quality and academic level are concerned, HAU ranks first among the agricultural universities in China. In addition, it has been converted into a nationally important base for training senior special agricultural personnel and developing agricultural science and technology. HAU comprises

11 colleges:

- Life Sciences and Technology, Economics and Trade
- Land Management
- Fishery
- Humanities and Social Sciences
- Engineering Technology
- Horticultural and Forestry Sciences
- Basic Sciences
- Plant Sciences Technology
- Animal Sciences Technology
- Veterinary Medicine
- Adult Education

3 departments:

- Resources Environment and Agrochemistry
- Food Sciences and Technology
- Foreign Languages).

There are 6 national engineering research centres, 1 national basic sciences research training centre for teachers of biology, 1 national key laboratory of crop genetics improvement, 5 ministerial and provincial key laboratories, such as Agromicrobiology Laboratory, and 24 research institutes, such as Institute of Plant Genetics and Breeding, as well as 8 other centres, such as Monitoring and Testing Centres of Breeding Pig Quality, Centre for Rural Sustainable Development, Monitoring and Testing Centre of Agromicrobiology Products of Ministry of Agriculture.

HAU is active in international exchanges and cooperation and has established inter-university exchange relations and technological cooperation with more than 30 universities and scientific institutions abroad.

China University of Geosciences

The China University of Geosciences is a key comprehensive university with emphasis on geology, mineral resources, and the environment. It also offers courses of arts and management science. It has 11 colleges and departments altogether, including 35 undergraduate specialties, and master's programs in 33 fields and doctorate programs in 11 fields.

Scientific Research

The University has made national and international advanced achievements in the fields of historical tectonics, paleocontinental reconstruction, Global geological events, integrated stratigraphy, geophysics and geochemistry of deep Earth material, Earth fluids and ore-forming dynamics, study and development of new materials of rock and mineral, coal geology and coal metamorphism, oil-gas geology, optimized key drilling techniques of earth sciences, high resolution comprehensive geophysical exploration techniques, geological environmental protection, engineering geology and application of remote sensing techniques.

The University attaches importance to the integration of production, study and research. Due to this principle, they have established educational and joint research co-operation with over 100 research institutions or enterprises in 10 fields, such as geology, oil, coal, metallurgy, hydropower, chemistry, architecture, traffic and earthquakes, and have offer services to local industry.

The Wuhan Branch of the Chinese Academy of Sciences

The Wuhan Branch of Chinese Academy of Sciences is one of the twelve nation-wide distributed branches founded by the Chinese Academy of Sciences, which consists of ten research institutes and a library.

There are 6 academicians of the Chinese Academy of Sciences and one academician of the Chinese Academy of Engineering.

Scientific Research

The Wuhan Branch of Chinese Academy of Sciences is a comprehensive research institution of natural sciences with multiple disciplines and specialties, such as hydrobiology, virology, botany, agro modernization, physics, mathematics, geodesy and geophysics, rock and soil mechanics, and geotectology.

The scientific researchers of Wuhan Branch have their own predominance and characteristics:

- Wuhan Branch is the only institution in China that has set up special laboratories for the study of hydrobiology, mathematical physics, geodesy and geophysics, rock and soil mechanics and geotectology. Academically, certain special fields of these studies are in leading position in China and have reached international level.
- In the Chinese Academy of Sciences, Wuhan Branch is also unique in having established a special laboratory for the study of virology. The academic level of this laboratory is close to the world standard in some aspects.
- In the field of physics, the research level in radio-frequency. Spectroscopy and atomic molecular physics has also reached the international standard or advanced domestic level.
- In the fields of botany and agro modernization, the researchers have scaled outstanding heights in the virgin forests of Shennongjia, in the Plain of Dong Ting Lake and in the ecological agriculture in southern China.

Three State Laboratories:

- State Key Laboratory of Magnetic Resonance and Atomic and Molecular Physics
- State Key Laboratory of Freshwater Ecology and Biotechnology
- CAS Laboratory of Dynamical Geodesy

Advantages of Education & Research of Christchurch

With nine state-funded tertiary institutions, 12 private tertiary education providers, 31 dedicated English Schools and a range of quality secondary schools, Canterbury is a great place to seek and gain knowledge. Christchurch, in particular, is multicultural with strong networks supporting student study, cultural, health, recreation and religious needs. The city provides a safe, ideal environment for international students. In 2002 about 15,000 foreign students came to Christchurch for educational purposes.

Canterbury & Christchurch offers excellent research facilities for businesses looking to develop or acquire new technology and intellectual property. There are nine public funded research institutes, known as Crown Research Institutes (CRIs), located in the region. Christchurch is focussing on developing innovative industries in biotechnology, information and communications technology (ICT) and creative industries.

Tertiary Institutions

Christchurch has five tertiary institutions (Two Universities, A school of Medicine, a Polytechnic and a College of Education) catering for over 26,000 enrolled students.

Christchurch has two universities and a school of Medicine: University of Canterbury, Lincoln University, and the Christchurch School of Medicine (a part of the University of Otago), all of which work closely with a range of research institutions and industry. These universities offer a wide range of internationally recognised degree and diploma programmes at undergraduate, graduate and postgraduate levels. Subjects offered include: science, information technology, engineering, medicine, commerce, arts, law, agriculture, horticulture and natural resource studies.

Principle centres of excellence are:

University of Canterbury

www.canterbury.ac.nz

The University of Canterbury is a research university with 39 teaching departments and eight research centres, which caters for approximately 12,500 students, 1,530 of which are carrying out postgraduate study.

A number of departments have strong international research reputations and a number of cross-disciplinary centres of excellence in research are rapidly being developed. The University has extensive international links, including the University of Washington.

Cross-disciplinary, cross-institutional research groups and research centres include:

- Nanotechnology
- Green Products and Processes
- Biosciences and technology
- High Technology Electromechanical Products
- South African Large Telescope Project (SALT)
- Biomathematics Research Centre
- Centre for Atmospheric Research
- Centre for Healthcare Technology NZ
- Natural Centre for Research on Europe
- Gateway Antarctica
- Natural Hazards Research Centre
- Wood Technology Centre

Lincoln University

www.lincoln.ac.nz

Lincoln University specialises in teaching and researching primary production, natural resources, commerce, management science, engineering and social science. Lincoln University is especially renowned for its research into primary production and natural resources. In 1999 3,792 students were enrolled at the university, 810 of them international students, the highest proportion of international students in the country.

Research centres include:

- Agribusiness and Economics Research unit
- Centre for Advanced Computational Solutions
- Centre for Environmental Toxicology
- Centre for Soil and Environmental Quality
- Centre for Sustainable Water Management
- Centre for Viticulture and Oenology
- International Centre for Nature Conservation
- International Trade Policy Centre
- Management Systems Research Unit
- New Zealand Seed Technology Institute
- Tourism, Recreation Research and Education Centre.

Christchurch School of Medicine - University of Otago

Christchurch Medical School is a division of Health Sciences within the University of Otago. The School is located on the same site as the Christchurch Public Hospital and hosts a wide range of postgraduate courses in addition to medical undergraduate tuition. It also hosts a wide range of research programmes, which have gained international recognition.

Research groups include:

- Free Radical Research Group
- Haematology Research Group
- Canterbury Respiratory Research Group
- Anaesthesia Department Research
- Biostatistics Research Group
- Canterbury Suicide Project Research
- Christchurch Cardioendocrine Research Group
- Christchurch Movement Disorders and Brain Research
- Eye Movement Research
- General Practice Research Group
- Liver Sieve Research Team
- Retinoblastoma Diagnostics
- Rural Health Group

Christchurch College of Education

Located close to the University of Canterbury is the Christchurch College of Education, where first class teacher training is conducted. The College trains both primary and high school teachers.

Christchurch Polytechnic Institute of Technology

The Christchurch Polytechnic Institute of Technology provides for the city's vocational and technical training needs. The campus is located in the centre of the city and training covers a broad base of applied courses including building and construction, business, computing, electrotechnology, engineering, office technology, and media and communications. The Polytechnic currently caters for over 6,000 part time and 13,000 full time students.

Aoraki Polytechnic

Aoraki Polytechnic is based in Timaru and provides vocational and technical training. Areas of training include business, engineering, agriculture, journalism, fine arts, public relations, and intensive English courses.

Canterbury Health and Canterbury Health Laboratories

Canterbury Health Laboratories conducts broad clinical research in a wide area of health and biomedical disciplines.

Crown Research Institutes

Christchurch is well served by a range of nine Crown Research Institutes. Two have head offices located in Canterbury:

Landcare Research

Landcare Research is focused on investigating sustainable management of land resources for conservation and primary production. The research seeks to further understanding of the land, how to use it and how to keep it in good health.

Crop and Food

Crop and Food provides research, technology and services to the arable, vegetable, ornamental, seafood, animal feed, plant products and forestry sectors. Crop and Food have staff based at eight locations in New Zealand and three in Australia.

An additional seven Crown research Institutes have branch operations in the Canterbury region:

Environmental Science and Research (ESR)

ESR provides specialist science solutions related to public health, environmental health and forensic science. ESR's applied science and research services and projects are centred around safe environments for people and build on expert capabilities in chemical and microbiological contaminants, and surveillance of diseases and hazards.

National Institute of Water and Atmospheric Research (NIWA)

Niwa's focus is to research the sustainable management of New Zealand's atmospheric, marine and freshwater systems and associated resources. The company has a staff of 600 and its areas of expertise for consultancy and research are atmosphere, climate, freshwater, coastal, oceanography, fisheries, aquaculture and fisheries enhancement.

Industrial Research Ltd

Industrial Research helps the manufacturing, natural products and energy industries research better production technologies, systems and products.

AgResearch

AgResearch's research and development activities fall into three key areas:

- Creating new biotechnology-based food industries
- "Clean green" food industries

- A healthy, safe environment

HortResearch

HortResearch's scientific areas of focus are horticultural crops, bioactives, plant genomics, the environment, and bioengineering and biomedical research. HortResearch has more than 500 staff and ten research centres.

Canesis)

Canesis is a leading provider of research, development and technology to the worldwide wool and textile industries. Canesis provides its services throughout Europe, Australia, Japan and the United States.

Forest Research Institute (FRI)

FRI is a pre-eminent provider of leading research, science and technology in temperate purpose grown forestry for forestry and forest product organizations. Areas of research include tree propagation, genetics and tree improvement, forest health, wood processing methods and pulp and paper research.

Private Sector Research

Christchurch has an extensive base of R & D and manufacturing companies with strong representation in the fields of:

- electronics
- telecommunications manufacturing
- software
- food processing
- precision engineering
- health related industries
- agri-technology
- research and consultancies
- aviation engineering
- multi-media



Overseas Investments

Wuhan

Overseas Investments play a very important role in Wuhan's economy. Since Wuhan was approved as the opening city along the Yangtze River in May of 1992, it has become a hot point for foreign investments in the Midwest area of China.

- By the end of 2002, investors from about 50 countries and regions opened their business in Wuhan.
- More than 4,000 foreign enterprises have been established under this regard with contract foreign capitals of 2.7 billion U.S. dollars, and the actual foreign investment accounts for 6.8 billion dollars.
- Until now more than 50 of the World's Top 500 Multinational Corporations have made investments in Wuhan. More than 300 multinational corporations have set up their offices in Wuhan.

Opportunities

The comparisons between Wuhan and Christchurch show that the two cities share many similarities. Similarities mean possible opportunities.

The existing relationships between both cities may produce cooperation opportunities in research and education. Below are the organizations that are likely to cooperate.

Economic Development

Wuhan Economic Commission — Canterbury Development Corporation

The two organizations could sign an agreement to build a partnership, share information, learn economic promotion practices from each other, exchange young managers, promote enterprise development in the each others country to build a new global strategic co-operation alliance among the world's major industrial cities.

According to the agreement between Wuhan General Chamber of Commerce and the Canterbury Employees Chamber of Commerce signed in 2003, a number of small businesses of Wuhan will come to Christchurch in 2004 to take part in the Exhibition of Private Enterprises.

Universities – Possible Cooperation

- HUST (Huazhong University of Science and Technology) — Canterbury University
- Wuhan University — University of Canterbury: both have Department of Antarctic Study
- Huazhong University of Agriculture — Lincoln University: both are strong in agriculture research.
- Jiang Han University — Lincoln University: There is a existing agreement on cooperation between the two universities.
- Wuhan College of Business and Christchurch College of Education: In November 2003 a MoU was signed between the two parties. Both sides are considering a "2 + 2" model of cooperation with the School of

Business, Christchurch College of Education. According to the "2 + 2" model the students are going to study two years in Wuhan and another two years in Christchurch for the degree of Bachelor of Business.

- Wuhan Education Bureau and Canterbury University are in early discussions on planning a joint foundation study programme in Wuhan. It is expected that students who successfully complete the programme would be qualified to study in Canterbury University for degree.
- University of Canterbury and Wuhan Foreign Affairs Office intended a Training Programme.

Schools:

Opportunities may also derive from the relationships between schools, such as:

- Wuhan Girls High School and Christchurch Girls High School intend to establish an exchange relationship.
- Wuhan Yucai Primary School and Ilam Primary School intend to establish an exchange relationship too.

Food & Beverage

Wuhan plans to enhance development in food & beverage industry. Christchurch has excellent food & beverage advantages. At present Fonterra and Wuhan Economic Commission are talking about a possible cooperation in Wuhan.

Electric Vehicle

Desinline Ltd in Canterbury and Dongfeng Motor Co. Ltd. In Wuhan (www.dongfeng.com.cn) are trying to talking about possibility of a cooperation.

Chinese Traditional Medicine

More and more people believe in the natural medical treatment. Wuhan has a lot of Chinese Traditional medicine companies. Christchurch has a lot of Asian people. That means an opportunity for Wuhan's Chinese Traditional medicine companies.

Forestry and agriculture

New Zealand has successful experience in introducing radiata pine from South America. Wuhan intends to build a tree belt around the whole city. That means a very big market for Christchurch.

Christchurch is named "The Garden City". Its horticulture is famous around the world. Wuhan is implementing a comprehensive plan to build Wuhan into an ecological city. A number of preservation zones and urban and rural green belts are being constructed as planned in order to create enough ecological and green space in the city. This could create opportunities for Christchurch's horticulture enterprises.

Also Christchurch could help Wuhan in Landscape Architecture (Lincoln University is a leader) and parks and gardens planning and management.

Christchurch has an advanced stockbreeding industry. Wuhan intends to strengthen stockbreeding, which produces a possibility for Christchurch's stockbreeding industry.

Tourism

The interest of Chinese people to travel to New Zealand increases annually. On the other hand, Wuhan also tries to attract overseas visitors. For this purpose Wuhan holds Wuhan International Tourism Festival every year. Opportunities may exist in the participation in the festival for both sides.

Conclusions

- With globalisation countries of different cultural backgrounds work closer together because of the common needs for peace and development. As for cities, it is important for them to cooperate with cities of other countries, which can on one hand contribute to the international relationships on the national level, on the other hand benefit directly the cities themselves in economic and social aspects. The practice shows that Wuhan and Christchurch have greatly benefited from their international cooperation relationships, although some benefits are invisible right now.
- Wuhan and Christchurch are both important cities in their respective countries. In recent years several cooperation projects in education have started or are about to start. Also business people in Christchurch have expressed their interest in looking look for cooperation partners in China.
- At the city level, the leaders of both cities have shown their interests and support for closer cooperation, which has resulted in the latest cooperation agreements signed between the two cities or concerned organizations. The support of the local governments is essential to set up an umbrella, which provides a framework and priority for all interested cooperation partners and potential cooperation projects.
- Despite of the long distance between Wuhan and Christchurch they share some similarities in their location, economy and research and education. From these similarities the opportunities for cooperation are likely to be derived. Apart from the possible opportunities there exist real cooperation intentions that are to be realized in future. There is great potential for Wuhan and Christchurch to cooperate with each other.
- In long run such a relationship will be beneficial to the economic and social lives of the two locales. So it is important to develop a long term relationship instead of an ad hoc relationship.



Recommendations

The following text will focus on how to keep the Wuhan-Christchurch relationship sustainable.

Set up a umbrella between the two cities

To promote the cooperation between Wuhan and Christchurch in a wide range of activities, it is important first to set up an umbrella that provides a framework for the cooperation projects between the two sides. The name of this umbrella could be a sister city relationship or a strategic cooperation partnership. For Wuhan a sister city relationship will be preferred, because it's the highest level of partnership from city to city.

The second step is that Christchurch establishes a liaison office in Wuhan to promote Canterbury/Christchurch in Wuhan permanently, and Wuhan establishes a same liaison in Christchurch. IETCL (International Educational & Technology Corp Ltd.), a company located in Christchurch, has a office in Wuhan, and is very experienced in doing business in China especially with Wuhan, we suggest that IETCL undertake the liaison work. Or both sides could exchange representatives according to the agreement signed between the Wuhan Economic Commission and CDC in November 2003.

Start from education

A good start is half the success. The relationship will benefit from the education cooperation as well as economic trade cooperation, for it provides potential people who will support the relationship in future. Wuhan and Christchurch have already begun with cooperation in education. And there are many cooperation possibilities in education in the future. The educational cooperation could be developed at all levels: English language, Foundation studies, undergraduates and postgraduates and academic staff. Also joint research projects could be undertaken between the universities and other research institutes.

Put economic cooperation in the centre

Both Wuhan and Christchurch should make sure that the partnership between them is able to create business opportunities. Both cities should organise promotion activities and introduce their advantages, e.g.

- Christchurch's promotion in Wuhan:
 - a) Businesspeople participate in the International Electronic and Machinery Exhibition and the International Tourism Festival Wuhan.
 - b) The education industry of Canterbury makes a second exhibition.
- Wuhan's Promotion in Christchurch:
 - a) A presentation of WEDZ (Wuhan Economic and Technological Development Zone) and the East Lake High-tech Development Zone.
 - b) A presentation of Wuhan China Optical Valley.

Apply support from the Central Governments

Support from the central governments is always important to the cooperation between the cities. The successful landfill project of Wuhan and Arnhem under the Kyoto Agreement shows us how important the support of the Central Government is for the cooperation between cities. If the central government of New Zealand has such a fund, it should be utilised.

Ministry of Economy Development, MFAT (Foreign Affairs), New Zealand Trade and Enterprise, Ministry of Economic Development and MORST (Ministry of Research and Science and Technology) have resources for international cooperation.

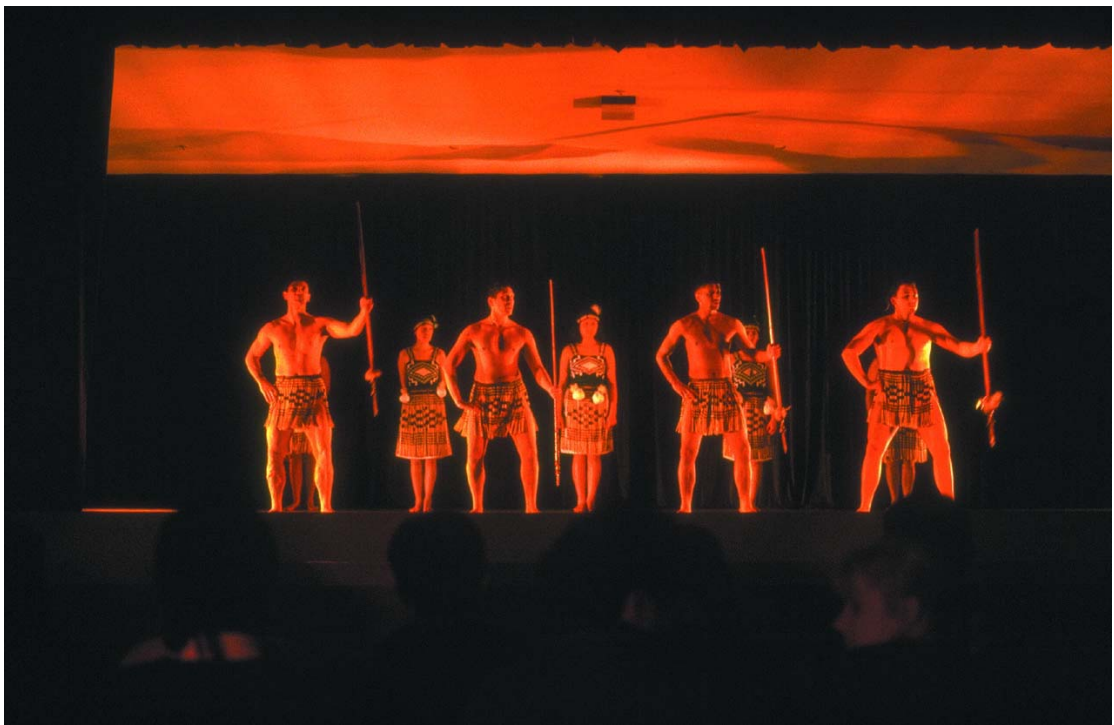
The Chinese Ministry of Science and Technology supports international scientific and technological cooperation. The cooperation projects between the governments have the potential to get high priority.

Don't forget culture

- Culture is a bridge. It helps the peoples understand each other better. The final goal of cultural exchange is to promote the cooperation of people of different cultural backgrounds. For cultural exchange we think of student exchange, artist exchange etc.
- Tourism promotes cultural exchange. In term of tourism Wuhan holds International Tourism Festival annually. Christchurch could take part in this festival presenting the unique Maori culture. Many Chinese are ready to travel to New Zealand, which could contribute to New Zealand's tourist economy. But New Zealand's tourist market is not open to China due to visa restrictions. Both China and New Zealand should make efforts to make it easy for Chinese tourists to travel to New Zealand.
- The two cities can also organize reciprocal events. Auckland and Guangzhou set an example. "Over the past few years, [Auckland-Guangzhou Committee] have focused on the cultural and education objectives and last year hosted 'Guangzhou Day' in Auckland. Over 20,000 people attended the event which showcased Guangzhou's culture, food, people and businesses. A reciprocal 'Auckland Day' was also organized in Guangzhou and was equally successful." (Resource: Report to Sister Cities New Zealand, March 2003 NZ INSTITUTE OF ECONOMIC RESEARCH (INC.)
- Open some courses introducing the Chinese culture and Chinese common customs in business.
- Make good use of the Wuhan people living and working in Christchurch. More than four hundred Wuhan people live now in Christchurch. They could take a very active role in the cooperation between the two cities.

WUHAN & CHRISTCHURCH

Strategy on establishing a long-term relationship between Wuhan & Christchurch 2004



Action Plan

The cooperation may be achieved by the following methodology:

- It is suggested that Mayor of Christchurch lead a delegation including Universities, schools and businesspeople to Wuhan in 2004. At the meeting with Christchurch's Mayor Mr. Garry Moore and Mayor of Wuhan Mr. Li Xiansheng it seems opportune at this official meeting that an agreement on establishing Sister City Relationship or Strategic Cooperation Partnership could be signed.
- Then it is important to establish a committee representing the various areas indicated in the project. These areas include government to government cooperation, local government to local government, commerce and industry within Wuhan and Christchurch.
- It is suggested that the membership of the committees include representatives from education, manufacturing, government, agriculture, small business and Hi-tech transferring industries. People from both countries in particular Wuhan and Christchurch should be locally represented.
- It would be the committees' responsibility to match like industries within the regions, so that dialogue can take place, instigate Memorandum of Understanding, cooperation agreement, letter of intent and establish dynamic links between interested parties where cooperative ventures can be established.
- Adequate financing should be made available from governments for the committees by Wuhan Government and the New Zealand Government or equivalent financial bodies.
- The five authors of this project be involved in supporting this initiative.

Time Plan

2004:

- Early in 2004 CDC Senior Executives should visit Wuhan to establish the time table and activities for the Mayor's visit later in 2004.

- In the first half of the year the Mayor of Christchurch Mr. Garry Moore and Mayor Wuhan Mr. Li Xiansheng sign a agreement on establishing a Sister City Relationship or Strategic Cooperation Partnership. During this visit the CDC will lead a business delegation to Wuhan to discuss cooperation possibilities.

- In autumn Christchurch's promotion in Wuhan: Businesspeople participate in the International Electronic and Machinery Exhibition and the International Tourism Festival Wuhan.

2005:

- Mayor of Wuhan visits Christchurch.

- Promotion of Wuhan in Christchurch:
 - a) A presentation of Wuhan including Wuhan Economic & Technological Development Zone, the East Lake Hi-tech Development Zone and the Wuhan China Optical Valley.
 - b) Business talks between the two regions.

Acknowledgement

The successful cooperation between the Wuhan Municipal Government and the University of Canterbury has made it possible for us to undertake the five-month training programme of public sector management in New Zealand. To this cooperation Dr. Gan Kaiwan and his wife Mrs. Yu Yuzhen have made substantial effort, which has contributed to the development of relationships between Wuhan and Christchurch. To this point we thank both Dr. Gan and his wife Mrs. Yu for their remarkable efforts.

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摘要 Abstract

本文首先介绍了中国和新西兰之间良好的关系。良好的国家关系是城市之间开展合作的重要基础。城市之间的合作有益于促进不同文化背景的人民互相了解和地方经济的发展。武汉和基督城均从其伙伴城市关系中获得过益处，这些益处既有经济的，也有文化的和社会的。

近年来，武汉和基督城双方共同努力，创造了许多合作机会，比如两市市长于 1999 年曾签订了一份合作协议，为双方进一步开展合作奠定了基础。更让人鼓舞的是，2003 年两市政府部门和教育领域签订了几项合作协议书，这将极大地推动两市关系的发展。

了解越深，合作的可能性越大。本文分析了武汉和基督城各自在工业、基础设施、教育和旅游等方面的优势，并进行了比较，目的在于创造更多合作机会。通过比较我们发现两市之间存在许多相似之处。

本文无法就具体的合作项目进行配对，因为该战略书无意强迫合作，但是仍然涉及到了几个正在实施之中的具体合作项目，这些项目现已经签署了协议书。

最后，该计划回答了武汉和基督城如何开展合作以及如何使这一关系保持长久的问题，并提出了几点建议。

目 录

摘要	1
目录	2
引言	3
中国和新西兰之间良好的关系	4
国际合作对城市发展至关重要	5
武汉的国际伙伴城市	6
基督城的姐妹城市	6
武汉和基督城从姐妹城市关系中获得的益处	7
武汉基督城互相需要	10
武汉和基督城城市关系及目标	10
已经存在的关系	10
武汉与基督城合作的目标	11
基督城与武汉之比较	12
历史渊源	12
地理位置	12
城市规模	12
气候条件	12
地理位置	13
政治环境	13
经济状况	14
投资环境	15
优势比较	16
交通优势	16
工业优势	17
武汉的三个国家级开发区	17
武汉的十大产业	18
基督城的高科技产业	21
基督城的工业	23
商业及市场优势	24
区域金融中心	25
农业	25
教育及科研优势	26
外资	35
机遇	35
结论	37
建议	38
致谢	41

引言 Introduction

武汉市政府赴新西兰公共管理和 WTO 培训班 23 名年轻官员，在基督城坎特伯雷大学进行了为期 5 个月的培训，包括一个月的实习。在此期间，学员们加深了对这个城市的了解，并且发现两个城市都有合作的愿望。特别是在实习期间，两市政府之间和教育领域签订了几项合作意向，为下一步合作打下了良好的基础。学员所到之处，都听到这样的声音：“新西兰是一个小国，我们需要国际市场。亚洲是我们的近邻。”

其实这种思想也适用于开放意识越来越强的中国。自从加入世界贸易组织以来，中国政府更加注重国际合作。武汉也一样。每年，武汉市政府竭尽全力，促进与国外城市和大公司进行形式多样的合作。

在基督城市政府的支持下，坎特伯雷发展局科技部经理 Larry Podmore 先生倡议与武汉培训班学员共同制定出一个战略计划，旨在促进武汉和基督城建立长期合作关系。武汉市培训班学员也有意为两市建立起交流关系出力献策。两者不谋而合。

培训班四位学员武汉市政府外事办公室李璞、武汉经济技术开发区管委会李林、武汉市经济委员会苏海峰和武汉市蔡甸区招商办李曙光与 Larry Podmore 先生一起完成了本文。



中国和新西兰之间良好的关系

Good relationship between China and New Zealand

2003年10月，中国国家主席胡锦涛成功访问了新西兰，这是迄今两国关系发展史中的一件大事，有力地推动了双边关系的发展。

新西兰总理海伦·克拉克女士曾经谈到两国在21世纪合作的重要性，曾指出：“新西兰和中国在亚太地区拥有一个家庭”。两国高层领导均支持这一合作。

新西兰需要中国 New Zealand needs China

亚洲2000基金会首席执行官巴特勒先生说：“新西兰需要亚洲胜于亚洲需要新西兰”，以此说明亚洲对新西兰的重要性，因为新西兰是一个孤立于外界的岛国，因此它把亚洲看作自己的近邻。

诺贝尔奖获得者、新西兰科学家阿兰·麦克迪亚马德博士坚信，如果新西兰想跟上技术发展的步伐，它应该寻求与中国合作。

中国是新西兰第四大贸易伙伴。“两国之间的贸易总值超过40亿新元...”

在新西兰留学生中，中国学生占相当大的比例。中国留学生对新西兰教育产业来说十分重要。“2002年新西兰接纳8万名留学生，主要来自中国、韩国和日本。”目前在新西兰的中国留学生近4万名。

对新西兰而言，中国是其教育、羊毛、奶制品、木材、纸和纸板等产品的主要市场。

中国需要新西兰 China needs New Zealand

事实上，中国也需要新西兰。两个国家都奉行独立自主的外交政策，在许多国际事务上有一致的看法。两国均是APEC和世贸组织成员。中国经济与国际接轨，使得中国更加需要国际市场，包括新西兰。根据双方最近签订的协议，两国将拓展贸易领域，对双方将产生深远的影响。

对中国而言，新西兰是中国服装、电器、机械、玩具和体育用品以及鞋类等产品的市场。

国际合作对城市发展至关重要 **International cooperation is significant to the cities**

城市的国际合作是国家间合作的一部分。不同国家的城市互相合作,有益于其自身经济、文化和社会的发展。因此,城市应注重建立国际合作网络,这包括不同的伙伴关系:姐妹城市关系(在中国称作友好城市关系。本文的“姐妹城市关系”一词既指新西兰称作的“姐妹城市关系”,又指中国称作友好城市关系),友好交流关系或战略合作伙伴关系。

中国称作的友好城市关系等同于新西兰称作的“姐妹城市关系”。两者都是城市国际交流关系的最高级别。在中国,友好城市关系必须由中国全国友好协会批准。是否得到批准取决于伙伴城市合作交流的程度和水平。

友好交流关系和战略合作伙伴关系是城市间开展合作的初始阶段,最终目的是建立姐妹城市关系。



武汉的国际伙伴城市 International Partner Cities of Wuhan

武汉拥有 11 个姐妹城市，3 个友好交流城市，1 个战略伙伴关系城市。

武汉的姐妹城市

国家	城市	建立关系时间
日本	大分	1979. 09. 07.
美国	匹兹堡	1982. 09. 08.
德国	杜伊斯堡	1982. 10. 08.
英国	曼彻斯特	1986. 09. 16.
罗马尼亚	加拉茨	1987. 08. 12.
乌克兰	基辅	1990. 10. 19.
苏丹	喀土穆	1995. 09. 27.
匈牙利	杰尔	1995. 10. 19.
法国	波尔多	1998. 06. 18.
荷兰	阿纳姆	1999. 06.
韩国	清洲	2000. 10. 29.

3 个友好交流城市和 1 个战略伙伴关系城市

友好交流城市	战略伙伴关系城市
瑞典勃郎厄	美国洛杉矶
奥地利圣帕尔滕	
南非彼德马丽亚兹堡	

基督城的姐妹城市

国家	姐妹城市	建立关系时间
日本	仓敷	1973
中国	甘肃省	1984
英国	基督城	1975
韩国	松波	1995
澳大利亚	阿德莱德	1972
美国	西雅图	1981

武汉和基督城从姐妹城市关系中获得的益处

Benefits from the Sister City Relationships for Wuhan and Christchurch

关于姐妹城市关系所带来的经济利益问题，新西兰经济研究所 2003 年 3 月做了一项调查，结论是：“姐妹城市关系在公司层面上带来了经济利益…。这对当地经济发展有积极的影响。”

中国似乎还没有作过类似的调查。但是很显然，武汉从其姐妹城市关系和其他类别的国际关系中获得了益处。



The Yellow Crane Tower in Wuhan



The Chalice in Christchurch

武汉获得的益处 Benefits for Wuhan

从姐妹城市关系中，武汉在经济、文化和教育方面获益。

经济 Economy

武汉的姐妹城市关系对武汉的经济发展做出了贡献。下面是几个例子：

每年武汉依托友好城市举办各类经济促进活动，以便创造商机。

- 与德国退休专家服务局的合作。自从上个世纪 80 年代以来，武汉就与位于德国杜伊斯堡的退休专家服务局进行合作，介绍退休工程师和技术员来武汉工作，帮助武汉国有企业提高管理和技术水平。武汉的国有企业获益匪浅，而且节约了费用。
- 1992、1994 和 1996 年武汉与德国杜伊斯堡市三次联合举办“武汉—中国内陆市场的大门”的经济研讨会，极大地促进了武汉与德国的经济合作。例如，1994 年的经济研讨会过后，1995 年德国西门子公司便在武汉设立了分公司。
- 德国杜伊斯堡下莱茵工商会在武汉设立了类似于孵化器的企业代表处，为成员企业提供信息和其他服务。
- 曼彻斯特大学在武汉建立了联合孵化器，该项目获得中国科技部的资助。
- 二妃山垃圾处理场是武汉与荷兰阿纳姆市的合作项目。根据京都议定书，荷兰须完成减少向大气排放二氧化碳的任务。荷兰本国没有减排任务，所以它必须减少其他国家的排放量。阿纳姆一公司获得这个项目，并与武汉合作，双方共同建立了二妃山垃圾处理场。荷兰政府提供了价值 500 万欧元的赠款。而且目前双方正在商谈第二个项目，荷兰政府赠款额度会更大。

文化 Culture:

- 中法文化年。2003/2004 年“中国在法国”，2004/2005 “法国在中国”。所有活动均在姐妹城市进行。
- 武汉交响乐团与杜伊斯堡爱乐乐团的艺术交流。德国演奏员来武汉帮助武汉的演奏员提高技艺。

■

教育 Education

- 武汉理工大学与法国波尔多高等商学院联合开办了 MBA 班。
- 武汉高等院校和中小学校与姐妹城市的相关学校举办过许多交流活动。

基督城获得的益处 Benefits for Christchurch

基督城从姐妹城市关系中也获得了文化和经济利益，这里仅介绍经济利益。根据“姐妹城市关系带来的经济利益”的调查报告，下面列举几例以说明基督城从姐妹城市关系中获得的经济利益。

- 日本仓敷市乐团100名乐手访问基督城一周，直接创造经济效益约17.5万新元。
- 美国西雅图帮助基督城坎特伯雷大学建立人机技术实验室，这一技术将很可能商业化，带来经济效益，强化基督城创新和信息技术中心的地位。人机技术实验室正将新西兰带入世界ICT先进国家行列。
- 坎特伯雷汽车俱乐部每年接待来自澳大利亚阿德莱德100名车迷参加汽车赛，直接经济效益约15万新元。2004年可能来访车迷更多（估计230名），预计增加消费34万新元。
- DBS国际贸易有限公司向日本仓敷市出口价值为20万新元的蜂蜜。
- Bone marrow project（骨髓研究所）与西雅图癌症研究中心开展人员交流和技术交流，节约了成本，提高了基督城医院的治疗水平。
- 澳大利亚阿德莱德在电视黄金时段播放基督城宣传片。澳大利亚Encounter Australia杂志刊登了一篇长达10页的介绍基督城的专题文章。这类宣传为基督城做了极富价值的广告。
- 与美国Seattle和澳大利亚Adelaide之间开展的学术交流。城市之间以非常低的成本相互交流信息，也有其它国家想从坎特伯雷地区的Designline公司购买具有环保功能的电动巴士。

武汉基督城相互需要 Wuhan and Christchurch need each other

武汉有意在大洋州发展一个姐妹城市，以构建一个全球的姐妹城市网络。基督城在中国需要一个伙伴来扩大它与中国的经济和科技合作。

基督城可以成为武汉开拓大洋州市场的门户，武汉可以成为基督城开拓中国内陆市场的大门。

双方在科教领域存在的诸多相似性和合作潜力，会为两市开展合作提供有利条件。

武汉和基督城之间的关系及合作目标

The relationships between Wuhan and Christchurch and its goal

1999年基督城市长率团访问武汉，并与武汉市市长签署了两市合作协议。同年，坎特伯雷和基督城教育展在武汉成功举行。武汉多次派出代表团访问基督城，寻求合作。有些商谈达成了实实在在的项目。这表明双方有许多合作可能性。下面列举了两市已经存在的关系和合作项目。

既存关系 Existing relationships

城市之间City:

- 1999年，武汉和基督城两市市长签署的两市合作协议是进一步合作的基础。
- 2003年11月8日，武汉市委副书记李云飞率领的代表团与坎特伯雷发展局签订了城市合作备忘录。
- 2003年11月，武汉市经济委员会与坎特伯雷发展局签订了合作协议。
- 武汉市政府与坎特伯雷大学就“WTO与公共管理”培训成功地进行了合作。从2003年9月至2004年2月武汉市政府派遣23名青年官员赴坎特伯雷大学学习，此举有力地推动了两市关系的发展。

商会Chamber of Commerce

武汉市总商会和坎特伯雷雇主商会签定了合作协议。

教育Education:

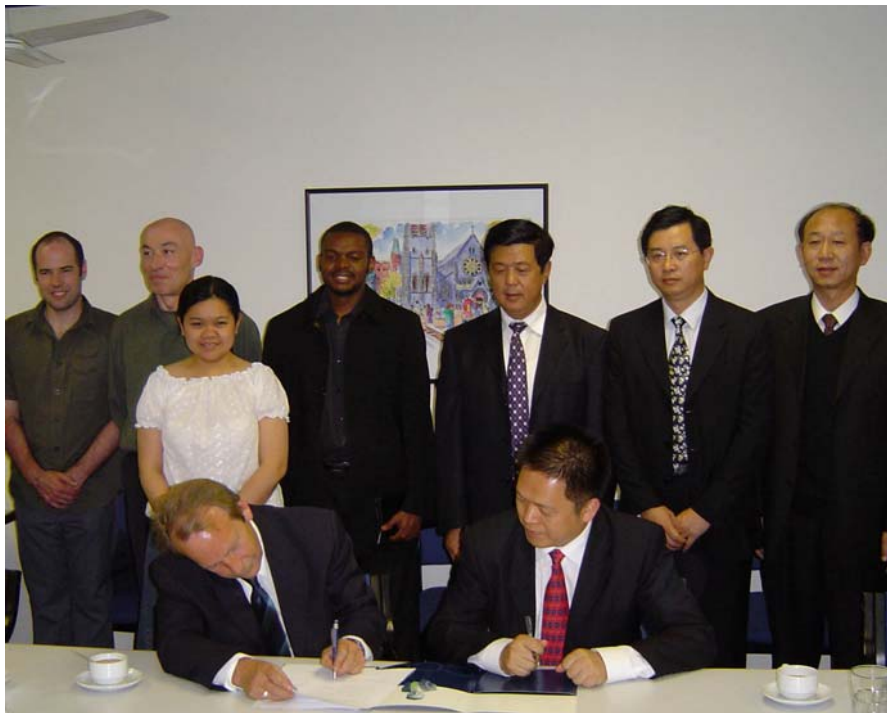
- 1999年，湖北省教育厅举办了新西兰教育展。坎特伯雷地区许多高校和中学参加了展览。
- 2003年，江汉大学和林肯大学建立了校际交流关系。
- 武汉市教育局和基督城教育学院签定了合作交流意向书，包括教师培训。
- 武汉市六中与基督城鸿比中学和圣托马斯中学建立了友好交流关系。

武汉与基督城合作的目的 **Goals of cooperation between Wuhan and Christchurch**

搭建一个平台：武汉与基督城的合作目标在于搭建一个合作平台，以便促进两市经济、科技、文化和教育的交流和发展。

长期合作：两市致力于建立长期合作关系，而不是短暂的关系。

两市合作的最终目的是促进双方的共同繁荣。



Signing the memorandum of understanding – November 2003

基督城与武汉之比较 Comparison of Christchurch and Wuhan

这一部分主要介绍武汉市与基督城的基本情况。

历史渊源 History

武汉是有三千五百年历史的文化名城，1861年武汉三镇之一的汉口对外通商，1927年国民政府宣布设立武汉市，1986年国务院确定武汉为“中国历史文化名城”，1992年武汉市获准对外开放。

基督城据毛利历史记载，一千年以前就有人居住在坎特伯雷地区。1849年托马斯船长选择了雅芳河畔一处相对干燥的地方作为他的驻扎地。1856年7月31日经皇家特许，基督城正式成为新西兰历史上最早建立的城市。

地理位置 Location in Country

武汉是中国中部地区最大的城市，是中国第四大城市。它处于长江与汉水交汇处，长江和汉水把武汉分成汉口、汉阳和武昌，人称“武汉三镇”，享有“九省通衢”的美誉。

基督城是新西兰第二大城市，是创新的圣地，是坎特伯雷地区的中枢和通往南岛及南极的门户。

新西兰和坎特伯雷地区具有独特的地理优势，能提供较多的商业便利。

时区 新西兰所处的位置决定了它是世界经合组织成员国中最先进入新的一天的国家，这在资本和流通市场中是起决定作用的。新西兰的工作日横跨美国西海岸的下午、亚洲的白天及欧洲的早晨，这使新西兰与海外保持紧密的商业联系。

新西兰远离当今世界的矛盾冲突地区。

城市规模 Size

武汉占地 8467 平方公里，大部分是平原和丘陵，四周湖泊环绕。截止到 2001 年底，人口 830 万。

基督城占地 452 平方公里，市民引以为豪的是大量的花园，其中三分之一的公共土地是公园和保留地。总人口 32 万，平均年龄 35.5 岁。

种族

欧洲人 82.6%，毛利人 7%，亚洲人 5.3%。大约有 17% 的人出生在海外。

气候条件 Climate

武汉是亚热带的潮湿气候，四季分明。年平均气温 16.8 度，年平均降雨量 1093.3 mm，年平均日照 208.9 天，主导风向东北风，夏季主导风向为南风。

基督城气候宜人，与世界其它主要城市相比阳光充足、降雨量少，年平均日照时间为

2049 小时，一月最高气温是 21.7 度，七月最高气温是 10.3 度，平均气温 12.1 度；一月最低气温 11.8 度，七月最低气温 1.5 度。平均年最高气温 32 度，平均年最低气温 3.9 度。

地理位置 Geography

武汉自然资源丰富，土地辽阔，矿产品种多，水资源尤其充足。

武汉市以“江城”闻名，拥有 189 个大小湖泊，人称“百湖之市”。两江穿城而过，湖泊星罗棋布。水面占武汉市总面积的 25%，这在世界大城市中是少有的。充足的水资源能满足工业、农业和市民生活的需要。

- ◆ 正常情况下，地下水储量 128 亿立方米。
- ◆ 拥有 274 座水库。
- ◆ 水价低，品质高。

基督城和坎特伯雷地区：基督城座落在群山与太平洋的环抱之中，它一侧起于坎特伯雷平原的边界线，另一侧连绵止于南部阿尔卑斯山脉，可以说它是位于强烈的地理反差地区的中心。基督城拥有 600 多座公园和保留地，总面积达 120 平方公里。

政治环境 Political Environment

中国的开放政策 China's Opening-up Policy

改革开放 25 年，使中国成为世界上发展最快、市场潜力巨大的国家之一。独立的外交政策为中国的经济发展创造了一个和平的环境。这也使中国成为世界上吸引外资最多的国家。

中央和地方政府都把经济发展作为重要的工作，并为其提供了强有力的政策支持。

武汉地方政府 Wuhan's Local Government

武汉市政府管辖 13 个区和 26 个直属部门，在中央和省政府的指导下，负责城市的经济和社会发展。一些城市发展项目得到国家的支持，如在武汉设立了许多国家级的实验室，并有三个国家级开发区。

新西兰的政治环境 New Zealand's Political Environment

新西兰是世界上政治最稳定的国家之一，这对投资者是至关重要的。据国际透明组织排名，新西兰的公共服务机构名列世界最少腐败国家第三位。这确保了政府决策的透明，巩固了政府和企业的联系。

坎特伯雷地区和基督城市政府 Local Governments of Canterbury and Christchurch

坎特伯雷地区有一个地区议会（坎特伯雷环境署）、一个城市议会（基督城市议会）和九个区议会。

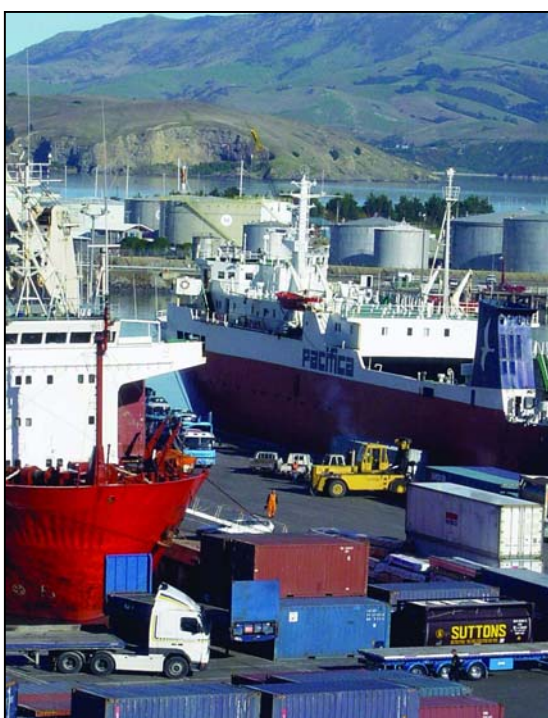
基督城市议会每三年选举一次，主要负责城市基础设施、资源管理，包括土地利用和城市规划，公共设施如给排水和废物处理。

坎特伯雷环境署主要负责地区环境和基础设施事务，每三年选举一次。

经济状况 Economy

武汉约占全国经济总量的 1%，是中国最重要的工业基地之一。2002 年武汉国民生产总值达 1493 亿元人民币，与去年同期相比增长 12%，财政收入 196 亿元人民币，比去年同期增长 15.5%。物价稳定保持在较低的水平。就业人数 400 万，登记失业率 4.98%，进出口额占国民生产总值的 14%。

坎特伯雷地区约占全国经济总量的 13%，是新西兰最具活力的地区。2002 年坎特伯雷国民生产总值达 690 亿人民币。



投资环境 Investor Friendly Environment

武汉

联合国工业发展组织在对武汉的投资环境进行评估以后，认定武汉为中国中西部投资环境最好的城市之一。

为方便在武汉投资，市政府采取了一系列措施，如：

◆ 市长电话：投资者遇到涉及投资环境的任何问题，都可拨打（027）8288，5588 寻求帮助。

◆ 一站式服务：在外商投资企业审批和登记的过程中提供快速高效的服务。

◆ 投诉中心：处理投资商的投诉。

为企业提供服务的组织有：

武汉市政府（www.wuhan.gov.cn）

武汉市外事办公室（www.whfao.gov.cn）

武汉市经济委员会（www.whec.gov.cn）

武汉市外商投资办公室（www.servicenter.gov.cn）

武汉经济技术开发区（www.wedz.com.cn）

武汉东湖高新技术开发区（www.chinaov.org.cn）

武汉吴家山台商投资区（www.Whjshtp.org）

基督城

投资成本低 在基督城投资兴业的成本比大多数经合组织成员国都要低。企业所得税为33%，比美国、德国和法国都要低。此外，除了财政、财产和出口以外，都要征收消费税。

投资环境好 公开和透明的原则使得在坎特伯雷地区投资十分便捷，对投资者在投资过程中所获利润不加限制，不论是投资企业、土地、股票或债券，都能提供有吸引力的投资机会。

服务网络全 越来越多的企业和投资者选择在基督城发展，新设立的企业都可以接受坎特伯雷经济发展局（CDC www.cdc.org.nz）提供的咨询服务及其他支持。

坎特伯雷经济发展局重点支持以下五大新兴产业：

◆ 软件（www.canterburysoftware.org.nz）

◆ 保健（www.nutraceuticals.org.nz）

◆ 电子（www.electronicssouth.org.nz）

◆ 时装及休闲装（www.clotheslink.org.nz）

◆ 教育（www.educationchristchurch.org.nz）

坎特伯雷经济发展局注重对外商直接投资的咨询和指导工作，同样也对中小企业提供广泛的服务。

其他为企业提供服务的组织有：

◆ 企业信息服务中心（www.biz.org.nz）

◆ 新西兰贸易与企业部（www.nzte.org.nz）

◆ 坎特伯雷雇主商会（www.cecc.org.nz）

◆ 坎特伯雷制造业协会（www.cma.org.nz）

◆ 新西兰管理学院（www.nzim.co.nz）

◆ 厂长经理学院（www.iod.org.nz）

优势比较 Comparison of Advantages

城市之间了解情况越深，合作的可能性越大。把某些重要领域的优势进行比较，目的是发掘出发展机遇。

交通优势 Transport and Advantages

武汉-中国的经济地理中心。

武汉是中国的交通枢纽之一，城市交通由内环、中环和外环构成。京广、京九、汉大和汉丹四大铁路线交汇于武汉，可乘坐火车抵达 25 个省会城市；国内航班可到达 54 个大、中城市 and 香港。国际航班可直达日本和韩国等地。



武汉-打开内地市场的金钥匙

由于独特的地理位置，武汉被当作进入内地市场的重要门户。

以武汉为圆心，以 1000 公里为半径画一个圆，中国的主要城市如北京、上海、成都等都包含在内，这是中国的经济发达最主要的地区。因此，许多经济学家称武汉为中国的经济地理中心。

基督城和坎特伯雷地区具有良好高效的交通设施，拥有一个国际机场和两个海港。

基督城国际机场是新西兰第二大机场，每周有一百五十个国际航班通往境外的十个城市，同时也是新西兰、美国和意大利通往南极的基地。

Lyttelton 距基督城 14 公里，是新西兰最大的煤炭出口港。

Timaru 位于坎特伯雷南部，是新西兰第二大港口。

这些设施由高等级公路和铁路连接。坎特伯雷道路里程达 8737 公里。基督城是南岛的铁路枢纽。

工业优势 Industry and Advantages

武汉是中国重要的高新技术和传统产业制造基地。

武汉是中国近代工业的发源地之一，清末中国第一个钢铁和武器制造厂诞生于此，奠定了武汉作为全国制造业基地的基础。

武汉工业门类齐全，拥有 33 个行业、3 万余家企业，包括钢铁、汽车、机械、石化、光纤通讯、医药、纺织、服装和食品工业。

武汉的三个国家级开发区 Three National Level Development Zones

国家级开发区在武汉的经济发展中起着十分重要的作用。

武汉经济技术开发区

www.wedz.com.cn

武汉经济技术开发区设立于 1991 年，经过十多年的开发建设，已成为投资者理想的乐园。良好的投资环境吸引了 1500 家国内外企业在这里投资，其中包括 17 家全球五百强企业。投资总额超过 40 亿美元。开发区已初步形成了以汽车及零部件、电子信息、食品加工、包装印刷、生物制药等为主的产业结构。中部地区唯一的出口加工区也坐落于此。



完善的基础设施、便利的交通、良好的服务和优美的环境使开发区成为最具吸引力的投资场所。开发区将紧紧抓住跨越式发展的新机遇，大力推进环境创新，全面提升城市功能，率先建立符合市场经济要求，与国际惯例接轨的管理体制和运行机制，把开发区建成全国一流的国家级经济技术开发区和开发型、多功能、花园式、现代化的二十一世纪城市新区。

东湖高新技术开发区

www.wehdz.gov.zn

东湖高新技术开发区设立于 1988 年，2001 年被国家计划委员会批准为唯一的国家级光电产业基地——“中国光谷”。经过十多年的发展，开发区已形成了以光电子产业为主，生物工程、新医药、环保工业、数控机床、光机电一体化共同发展的产业结构。开发区已设立了 5000 家企业，其中 1000 家被认定为高新技术企业。开发区是全国最大的光纤、光缆生产基地，最大的光纤设备生产基地和三大激光生产基地之一，也是全国软件基地之一。



吴家山台商投资区

www.dXH.gov.cn

吴家山台商投资区是经科技部和国务院台湾事务办公室批准设立的，也是国家食品饮料产业基地。自设立以来，投资区已吸引了 154 个外商投资项目，投资总额达 1 亿美元。同时 448 个内资项目投资额达 20 亿人民币。

武汉的十大产业 Ten Key Industries in Wuhan

钢铁 Iron & Steel

武汉是中国重要的钢铁生产基地。

武汉钢铁集团公司

www.wisco.com.cn

武钢已形成年产钢、铁各 1000 万吨的生产能力，规模据全国第三位，科技创新能力和产品开发能力居全国同行前两位。

汽车 Automobile

全市共有汽车工业企业 106 家，其中整车 3 家，汽车零部件企业 74 家。龙头企业神龙汽车有限公司已形成 15 万辆生产能力，企业规模在国内排第 7 位，市场占有率为 10%。

神龙汽车有限公司

www.dpca.com.cn

东风汽车有限公司

www.dongfeng.com.cn

东风本田（武汉）汽车有限公司

光电子信息产业 Optical Electronics

武汉“中国光谷”在人才和科技资源方面有明显的比较优势，行业智力密集。以邮科院、长飞为主体的光通信产业居全国行业前茅，具有自主知识产权和核心竞争力；以华工科技、楚天激光等为主体的能量光电子领域科研开发能力强。主要企业为：

武汉邮科院

www.wri.com.cn

长飞光纤光缆有限公司

www.yofcfiber.com

华工科技有限公司

www.hgtech.com.cn

精伦电子有限公司

www.jinglun.com.cn

武汉唯冠科技有限公司

www.emc.net.cn



Hi-Tech enterprise in Wuhan

普天（武汉）工业集团有限公司

www.ptic.com.cn

机械 Machinery

武汉是中国传统的机械生产基地。武船、青山船厂等为主体的船舶制造行业以及以长动、武锅为主体的电力设备制造行业在国内有一定地位和相对优势。机车类运输设备和数控机床、加工中心、数控系统以及港口、桥梁设备、办公设备等在国内也有一定的影响。主要企业包括：

武昌造船厂

www.wuchuan.com.cn

长江动力集团

www.ccjec.com

武汉锅炉有限公司

www.wbcl.com.cn

武汉重型机床集团公司

www.whhdm.com

医药业 Pharmaceutical Industry

武汉医药业以中成药为主，其他的有生物医药及制剂、生物保健品、化学合成药物与生物农药。全市有生产批文的产品 2500 多个。著名医药生产企业有：

武汉健民药业集团公司

www.6ljmcity.com.cn

武汉马应龙药业集团公司

www.myl1582.com.cn

武汉中联药业集团公司

www.whzlyy.com.cn

红桃 K 集团公司

www.rhk.com.cn

武汉远大药业集团公司

www.wuhan-pharm.com

环保产业 Environment Protection Industry

武汉市环保产业产值约占全国的 3%。武汉青山环保产业基地是国家环保产业基地。拥有华中、武大、安环院等众多的环保科研机构。在环保系统，工程设备和产品开发方面，拥有一批达世界先进水平和国内领先水平的成果。

武汉凯迪电力有限公司

www.kaidi.com.cn

武汉绿世界环保科技有限公司

www.china-greenworld.com

食品加工业 Food Processing Industry

武汉是中国重要的食品和饮料生产基地，拥有一批国际和国内知名品牌的食品加工企业，如可口可乐、百事可乐、百威、台湾统一、顶益、华润。奶制品企业有友芝友、扬子江、香满楼、光明。烟草行业装备水平好，是我市的利税大户。

武汉可口可乐饮料公司

www.coca-cola.com.cn

武汉百事可乐饮料公司

百威（武汉）有限公司

www.budweiser.com

武汉统一食品有限公司

www.uni-president.com.tw

武汉烟草（集团）有限公司

www.wuyan.com.cn

石化工业 Chemical industry

石油化工在武汉经济中也占有重要地位，主要企业有中石化武汉分公司、葛店化工集团、武汉有机股份公司、武汉无机盐化工厂的主导产品在国际上有较强的竞争力。

武汉有机股份公司

www.chinaorganic.com

武汉无机盐化工厂

www.chinainoorganic.com.cn

葛店化工集团

www.whghjt.com

轻工业 Light Industry

武汉的轻工业：

- 造纸方面，晨鸣是全国第二大造纸企业；
- 家电制造方面，中国最大的家电企业海尔和 TCL 在武汉建有生产制造基地；
- 包装印刷、工艺美术和旅游产品有一定的特色，是都市工业的一部分

纺织服装业 Textile & Garment

纺织作为传统的支柱产业，行业骨干企业一棉、江南、裕大华发展较平稳，其中裕大华装饰布全国第 3 位，一棉进入全国同行业前十名。服装行业企业众多，形成了有地域文化色彩的汉派服装。

基督城的高科技产业 Hi-tech in Christchurch

基督城拥有新西兰领先的高科技公司，其中的一些公司也是本行业的世界领导者。这些公司是：

Allied Telesyn

www.alliedtelesyn.co.nz

该公司致力于建立信息网络—包括小网络系统、大网络系统、互联网系统。该公司最近扩大了其在基督城的 R&D 设施。

Hamilton Jet

www.hamjet.co.nz

1953 年 William Hamilton 先生设计并制造了世界第一个现代喷水推进系统。现在，全

世界的 20000 艘船使用该公司的推进设备。

Scott Technology

www.scott.co.nz

该公司专业从事为世界主要家用电器生产厂商设计生产大型自动制造系统。

Dynamic Control

www.dynamicmobility.co.nz

该公司是世界最大的智能轻型电动轮椅控制系统的设计、制造和供应商。

Tait Electronics

www.taitworld.com

从 1969 年起，该公司一直是坎特伯雷地区创新的推动者。Angus Tait 先生致力于研究与开发，使该公司成为世界领先的移动无线电通讯系统和移动数据处理系统的设计和生产者。

Pulse Data International

www.pulsedata.co.nz

该公司是世界治疗视觉损害的领先科技产品的创新者。

Jade

www.discoverjade.com

Jade 是 Aoraki 公司的旗舰产品，是一种为满足客户需要的可靠，快速的交易处理系统。

Trimble Navigation New Zealand

www.trimble.com

该公司是世界 GPS 系统研究和开发的领导者，致力于土地勘测、矿藏勘探、建筑和农业绘图及 GIS 系统的开发。

PDL

www.pdl.co.nz

该公司开发和生产创新的高科技电子、电力产品，大规模投资于研究和开发。

Invensys Energy Systems New Zealand

www.invensys-energy.co.nz

该公司是 Invensys Power Systems 集团公司的子公司，在 40 多个国家有 16000 名员工。该公司专业设计和生产未来通讯系统的电力系统-Intergy。

I-Touch (UK)

www.i-touch.co.nz

该公司是无线计算处理和集成电子系统的设计和开发商。Holliday 是世界基于 Palm 系统的位于前 100 名的应用开发商。

基督城的产业 Industry Sectors in Christchurch

工程业 Engineering

坎特伯雷的工程业是从为该地区农业生产机械成长起来的。该地区的工程公司在生产高质量的农业设备方面有很强的实力。该地区也是创新精密及重型工程公司的摇篮。主要公司有：

Christchurch Engine Center

www.airnz.co.nz/engineering/index.jsp

该公司与飞机引擎生产商-Pratt&Whitney 成立合资公司为基督城机场提供工程服务。Ansett 和 Air New Zealand Engineering 是为新西兰、澳大利亚、亚洲、美洲及欧洲提供飞机维护、修理和检查的公司。

Desingline Ltd

www.designline.co.nz

Desingline Ltd 是新西兰最大的公交车和大巴的生产商。该公司已为国际和国内生产 2500 辆车，并是设计电力混合车的市场领先者。因为其环保的特性，正吸引越来越多亚洲国家的注意。

Mace Engineering

www.mace-eng.co.nz

高素质的工程师、先进的电脑技术及先进的机器设备使该公司的生产能力在新西兰无可匹敌。来自世界生产厂家、航空业、造船业和自动业的许多客户使用该公司的产品和服务。

制造业 Manufacturing

制造业是坎特伯雷经济的支柱。该地区的制造业厂家已成为本行业的领导者。制造业雇佣基督城 20%的劳动力和 Ashburton 市 26%的劳动力。主要企业有：

Macpac Wilderness Ltd

www.macpac.co.nz

该公司设计和生产创新的高品质的户外娱乐产品，包括帐篷、背包和服装。

Arthur Ellis Ltd

www.arthurellis.co.nz

该公司生产户外冒险活动服装、背包、帐篷和床上用品。

Fletex Carpets

www.feltex.co.nz

该公司是位于世界前 50 名的地毯生产商，生产高质量的羊毛地毯和地毯垫。其产品销往全世界。

Skope Industries Ltd

www.skope.co.nz

该公司是世界生产冰箱、取暖器和相关产品的领先者。该公司是南半球第一家生产出无氟产品的公司

Firestone

www.firestone.co.nz

该公司是生产汽车轮胎的跨国公司，在基督城有生产工厂。基督城是为新西兰提供 Firestone 产品的基地。

Pacific Brands

LWR 公司是新西兰最大和最成功的纺织品和服装生产商和销售商，其拥有国际品牌，包括 Canterbury of New Zealand、Liberty、Jockey 和 Superfit。

商业及市场优势 Commerce and Market Advantages

武汉

武汉位于中国内陆，是中国最大的内陆商品流通中心。强大的分销功能和辐射效应是武汉商品市场的特色。国际和国内的商人都认为武汉是进入中国内陆市场的战略中心枢纽，商品可由此辐射到临近的五省四亿居民，即湖南、江西、安徽、河南和四川省。

武汉是中国在内贸方面最有竞争力的城市之一。2002 年零售额达近 80 亿元。武汉的零售额仅次于上海、北京和广州。该市有约 105000 家零售店，有四家上市商业公司，并有 8 家大型商业企业列入全国零售企业 100 强。武汉有四个主要商业企业—汉正街集贸市场，武汉广场、中商广场和汉商集团，它们在中国享有极高的声誉。

近年来，许多世界商业巨鳄纷纷来武汉抢滩，如 Walmart, Metro, B&q 和 Carrefour。

基督城

基督城是进入新西兰南岛的门户，是商业经济中心，占全国 GDP14%。该市和该地区出

口贸易经济发达，是南岛的主要商品销售中心。该市得益于基督城国际机场、Lyttelton 的深水港，以及发达的公路和铁路运输。

区域金融中心 Regional Financial Centre

武汉是中国中部的区域金融中心，中国主要的金融机构的中部地区总部位于此，它们是中国人民银行、中国工商银行、中国银行、中国建设银行和中国农业银行。这些地区总部的营业范围覆盖湖北、湖南和江西省。

武汉还是金融监管、货币结算和行际借贷的区域中心。

九家外资金融机构落户武汉，其中七家在武汉设立代表处，两家拥有分支机构。它们是 Barclays Bank (Britain), Hongkong Shanghai Bank, France Societe Generale, Paris National Bank。从 2003 年 1 月起，外资银行可在武汉开展人民币业务。

农业 Agriculture

武汉

农业新增价值附加值达约 9 亿元，2002 年增长率为 3.8%。农业产值占武汉市 GDP6.3%。武汉市将特别发展现代农业—农业产业化。东西湖区将优先发展现代农业。

坎特伯雷

2002 年坎特伯雷的农业产值约为 45 亿元，雇佣该地 8% 的劳动力。然而，农业的重要性远不只如此，农业产品的出口额超过本地区总出口额的一半。90% 的土地（约 3151000 公顷）用于发展畜牧养殖业。1999 年共有 10581 个农场。12000 公顷的土地用于发展花卉种植业，越来越多的土地用于种植，生产葡萄酒。本地是新西兰第四大葡萄种植基地。本地还有世界级的农业研究机构（坐落在 Lincoln 大学旁），提供众多的顶尖级的农业专业毕业生和专家。坎特伯雷主要的从事农业的企业有：

GL Brown and Co Ltd

www.brownon.co.nz

该公司自 1881 年来一直从事于生产高质量的羊皮产品。

Pyne Gould Guinness

www.pgg.co.nz

该公司是新西兰主要的农业服务公司，其营业范围包括畜牧、羊毛、谷物及种子、农产品、农业信贷、银行业、保险及地产销售。

Giesen Wine Estate

www.giesen.co.nz

该公司成立于 1981 年，其产品出口世界各国，是本地区世界级的葡萄酒酿造商。

Heinz Watties

www.watties.co.nz

该公司是澳大利亚主要的食品生产和出口商之一，基督城是本公司加工冷冻和干制蔬菜

的基地。

教育及科研优势 Advantages of Education & Research

武汉和基督城在教育 and 科研方面都有很强的实力。

武汉教育及科研简介

武汉是中国中部教育和科研中心。其实力仅次于北京和上海，在中国大中型城市中位于第三名。武汉有：

- 35 所高等院校，30 万在校大学生；
- 4 个科技园及众多企业孵化中心；
- 736 个科研机构；
- 10 个国家级实验室；
- 45 名中国科学院和中国工程院院士；
- 45 万名各类专业技术人员。

教育及科研机构

武汉共有 35 所高等院校，下面简单介绍一些主要的大学及其实验室和研究机构。

武汉大学 Wuhan University

www.whu.edu.cn

武汉大学建立于 1893 年，是中国最好的大学之一，其美丽的校园尤为著名。该大学有 5000 多名教师，包括 4 名中科院院士，5 名中国工程院院士。

本校共有 47000 名学生，其中有 15000 名研究生。在过去 10 年里，武汉大学完成了数千科研项目，其中许多达到国际水准，每年获得多项奖励，其中包括部级和省级奖励。是中国大学专利申请和 SCI 索引数最多的大学之一。

主要学科

- 空间物理
- 分析化学
- 植物学
- 病毒学
- 灌溉和水土保持学
- 远程传感
- 西方哲学
- 世界经济
- 国际经济法
- 国际公法和国际私法
- 中国古代史



国家重点实验室：

- 测绘遥感信息工程国家重点实验室
- 软件工程国家重点实验室
- 医学病毒所
- 稀土元素分析研究、生物电子分析化学及化学电子实验室
- 工程泥沙实验室

国家工程技术研究中心

- 国家卫星定位系统工程技术研究中心
- 国家多媒体软件工程技术研究中心

华中科技大学 HUST

www.hust.edu.cn

华中科技大学是中国最好的大学之一。

- 11 个学科：哲学、经济学、法学、教育学、文学、历史、农学、科技、工程、医学及管理学；
- 69 个本科专业、200 个研究生专业、139 个博士专业和 17 个博士后专业；
- 1 万名教职员工，包括 14 名中科院院士和中国工程院院士；
- 6 万名学生，其中 1 万多名研究生。

同济医学院是华中科技大学重要的组成部分，其于 19 世纪末期由一家德国教会建立，是中国最好的医学院之一，并与德国有广泛的联系。

主要科研机构

华中科技大学有众多的领先的科研机构。

国家级实验室

- 塑性成型模拟及模具技术国家重点实验室
- 激光技术国家重点实验室
- 煤燃烧国家重点实验室

国家级专业实验室

- 新型电机国家专业实验室
- 外存储系统国家专业实验室
- 国家工程技术研究中心
- 激光加工国家工程研究中心
- 国家 CAD 支撑软件工程技术研究中心
- 国家数控系统工程技术研究中心

部级重点实验室

- 智能制造技术教育部重点实验室
- 生物医学光子学教育部重点实验室
- 图象信息处理与智能控制教育部重点实验室



Huazhong University of Science & Technology

- 器官移植教育部重点实验室
- 呼吸系统疾病卫生部重点实验室
- 给排水建设部重点实验室
- 基本物理量测量教育部重点实验室
- 中英 HUST-IACR 联合实验室
- HUST-IBM 研究中心
- HUST CHIANG 基础工业培训中心
- 教育部工程研究中心
- 陶器工程研究中心
- 教育部网上合作研究中心
- 机械设计及制造网上合作研究中心
- 煤燃烧网上合作研究中心

湖北省重点实验室

- 引力与量子学湖北省重点实验室

武汉理工大学 Wuhan University of Technology

www.wut.edu.cn

武汉理工大学是教育部直属全国重点工科大学。拥有工学、理学、文学、管理学、经济学、法学、哲学、教育学等八大学科门类。教师 2500 人，中国工程院院士 1 人、中国科学院院士 2 人。在校生 37,000 余人，博士、硕士研究生 3,370 余人。

国家级实验室：

- 国家材料合成与加工技术实验室
- 光纤传感技术国家重点工业性试验基地

省部级重点实验室：

- 硅材料研究与测试中心
- 湖北省生物材料工程技术研究中心
- 硅酸盐材料工程教育部重点实验室
- 港口物流技术与装备教育部工程研究中心
- 湖北省粉体技术工程中心
- 湖北石膏工业技术中心
- 建材行业回转窑检测中心
- 湖北省粉体技术工程中心
- 湖北省玻璃钢技术中心

华中农业大学 Huazhong Agricultural University (HAU)

www.hau.edu.cn

华中农业大学有一百多年的历史。目前在学生 11,500 人。
华中农业大学是一所多学科的综合性大学，以农科为主，以生命科学为特色，农、理、工、文、法、经、管相结合的全国重点大学。

华中农业大学的教育水平和科研能力在全国农业院校中排名第一。此外，它还是全国农业高级人才培训和农业科技发展的的重要基地。

设有 11 个学院：

- 生命科学技术学院
- 动物科学技术学院
- 动物医学院
- 水产学院
- 经济贸易学院
- 土地管理学院
- 工程技术学院
- 文法学院
- 理学院
- 园艺林学学院
- 植物科学技术学院

3 个直属系部

- 资源与环境学院
- 食品科学技术学院
- 外语系

此外还有 1 个国家生物技术培训教师中心，1 个国家农作物基因重点实验室，5 个省部级重点实验室，24 个研究所，如：植物遗传育种与繁殖研究所，其它 8 个研究中心，如：良种猪繁育中心，农村可持续发展研究中心，农业部农业监控测试中心。

华中农业大学的国际学术交流与合作活跃，与国内外的 30 多所大学建立了交流与合作关系。

中国地质大学 China University of Geosciences

www.cug.edu.cn

中国地质大学是教育部直属的全国综合性重点大学。该校由单科性的地质学院成长为以地球科学为主要特色，多学科综合发展的全国重点大学。主要学科包括：地理、矿产资源、环境和地质，还有艺术和管理学。有 11 个院系，35 个本科专业，硕士学科和 33 个博士学科点。

科研：

中国地质大学为了适应可持续发展的时代需要，传统的地质学已经拓展为地质、资源、环境和地学工程技术互相交叉融合的地球科学。目前在地球科学领域有 8 位中国科学院院士（含北京校区）、3 位长江学者、5 个全国高校重点学科、8 个省部级重点实验室（工程中心）和 2 个博士后流动站。

国家级重点学科（5 个）

- 矿物学、岩石学、矿床学
- 地球化学

- 古生物学与地层学
- 矿产普查与勘探
- 地质工程

省部级重点学科(11个)

- 构造地质学
- 水文学与水资源
- 地球探测与信息技术
- 地图制图学与地理信息工程
- 环境工程
- 管理科学与工程
- 安全技术及工程
- 人口、资源与环境经济学
- 计算机应用技术
- 第四纪地质学
- 材料学

中国科学院武汉分院 The Wuhan Branch OF the Chinese Academy of Sciences

中国科学院武汉分院是全国 12 个分院之一。中国科学院武汉分院系统现有 9 个独立机构,包括分院机关、武汉物理与数学研究所、武汉岩土力学研究所、测量与地球物理研究所、武汉植物研究所、水生生物研究所、武汉病毒研究所、武汉文献情报中心和水利部和中国科学院水库渔业研究所。此外,中国科学院研究生院在汉设立了武汉研究生教育基地。

中国科学院武汉分院的主要优势与特色:

- 武汉分院是唯一的一所拥有水生生物学、数学物理、地质测量、岩体力学与构造、地质构造学的研究机构。其中的有些领域在全国,乃至世界都具有领先地位。
- 武汉分院建有中国科学院系统唯一的微生物研究实验室。某些领域居于世界领先水平。
- 该院在无线电波、光谱与原子分子的物理学方面也达到了世界领先或国内一流水平。
- 该院在中国南部和洞庭湖地区的植物和水生动植物的研究居于领先地位。

国家重点实验室 2 个:

波谱与原子分子物理开放实验室
淡水生态与生物技术开放实验室

中国科学院重点实验室 2 个:

动力大地测量学开放实验室
岩土力学重点实验室

国家级工程技术、研究中心 5 个:

中国岩土工程研究中心
淡水鱼类养殖技术研究工程中心
国家卫星定位系统(GPS)工程技术研究中心

中国普通病毒保藏中心
中国科技网武汉运作中心

湖北省、武汉市研究中心 3 个：

湖北省国土与资源环境研究中心
武汉核磁共振研究中心
武汉新制剂工程技术研究中心

基督城的科教优势 Advantages of Education & Research of Christchurch

坎特伯雷有 9 个国家资助的大学、12 个私立大学、31 个专业学校和大量高素质的中学。特别值得一提的是，基督城为学生提供了一个学习、文化交流、健康、娱乐和宗教信仰自由的理想之地。2002 年大约有 1.5 万名海外留学生来到基督城学习。

高等教育 Tertiary Institutions

基督城有 5 所高等学府，其中有 3 所大学、1 个职业技术学院、1 所教育学院，在校学生约 2.6 万名。

基督城是新西兰唯一有三所大学的城市。坎特伯雷大学、林肯大学和(奥塔哥大学)基督城医学院。这些学校提供了为世界所承认的学历教育。主要课程包括：自然科学、软件业、工程、医药、商科、人文、法律、农业、园艺和自然资源研究。

基督城有实力雄厚的科研优势，为各类机构提供良好的研发服务。

主要大学如下：

坎特伯雷大学 University of Canterbury

www.canterbury.ac.nz

坎特伯雷大学有 39 个系、8 个研究中心、约 1.25 万名在校学生和 1530 名研究生。

很多研究领域有国际声望，许多跨学科的研究发展迅速，获得了国家的大笔资助，有很广泛的国际交流与合作。

跨学科、跨研究机构的研究如下：

- 保健产品加工
- 生物科学技术
- 高科技电子产品
- 南非大型望远镜项目
- 生物数学研究中心
- 大气层研究中心
- 地质灾害研究中心
- 新西兰保健技术中心
- 欧洲研究中心
- 南极中心
- 木材技术中心



林肯大学 Lincoln University

www.lincoln.ac.nz

林肯大学主要致力于第一产业的教学研究。如：自然资源、商业、管理学、工程和社会学。林肯大学在这些方面有领先地位。1999年，在校学生有3792人，810名留学生，留学生的比例在新西兰的大学中是较高的。

主要研究中心：

- 农业经济中心
- 数据处理中心
- 环境毒物学研究中心
- 土壤和环境品质研究中心
- 可持续水资源管理研究中心
- 葡萄栽培和酒类研究中心
- 自然保护国际中心
- 国际贸易政策中心
- 管理体系研究所
- 新西兰种子技术研究所
- 旅游、娱乐和科技教育研究中心

奥塔哥大学基督城医学院 Christchurch School of Medicine - University of Otago

基督城医学院是奥塔哥大学的医学院。它为医学专业的本科生提供医学课程，也从事一些医学研究，拥有一定的国际声望。

主要的研究机构：

- Free Radical 研究室
- 坎特伯雷呼吸研究室
- 麻醉研究室
- 生物技术研究室
- 坎特伯雷自杀问题研究室
- 基督城大脑与运动障碍研究室
- Eye Movement 研究室
- General Practice 研究室
- Liver Sieve 研究室
- 眼癌诊断研究室
- 农村卫生研究室

基督城教育学院 Christchurch College of Education

基督城教育学院是一所一流的培训中小学校教师的学院。

基督城职业技术学院 Christchurch Polytechnic Institute of Technology

基督城职业技术学院提供专业和技术培训，满足人们的实际需求。校园位于市中心，培训课程范围广泛：如建筑学、商业、计算机、电子技术、工程技术、办公技术、多媒体与通

讯技术。基督城职业技术学院有约 6,000 名兼职学生和 1.3 万名学生。

奥瑞克职业技术学院 Aoraki Polytechnic

奥瑞克职业技术学院位于 Timarus 市，是一所提供专业和技术培训的学校。培训范围：商业、工程、农业、旅游、艺术、公共关系和英语培训。

坎特伯雷卫生实验室 Canterbury Health and Canterbury Health Laboratories

坎特伯雷卫生实验室的临床研究是跨多学科和生物医学的综合性研究室。

国家级研究所 Crown Research Institutes

基督城有 9 个国家级的研究所，其中 2 个研究所的总部设在基督城。

土壤保护研究所 Landcare Research

土壤保护研究所重点是研究第一产业的发展、土壤保护和可持续发展利用。这项研究力求进一步了解土壤，怎样使用和有效的利用土壤。

作物与食品研究所 Crop and Food

作物与食品研究所的研究方向是种植作物、蔬菜、观赏作物、海鲜、动物饲料、植物与林产品。

环境科学研究所 Environmental Science and Research (ESR)

环境科学研究所提供公共卫生、环境卫生预测学的专业解决方案。其主要研究领域为人类安全环境，解决微生物和化学污染，监控疾病和灾害。

国家大气和水资源研究所 National Institute of Water and Atmospheric Research (NIWA)

国家大气和水资源研究所重点研究新西兰的大气、海洋、淡水和相关的资源研究。研究所有 600 多员工，可以提供大气、气候、水资源、海岸线、海洋生物、渔业和水产品咨询。

产业研究所 Industrial Research Ltd

产业研究所主要是帮助制造业、农产品加工业和能源工业开发更好的生产工艺、系统和产品。

农业研究所 AgResearch

主要有三个领域:

创造新生物技术为基础的食品产业

创造“干净绿色”食品产业

创造健康安全环境

园艺研究所 HortResearch

园艺研究所主要研究园艺作物、生物活性、植物基因、环境、生物工程、生物医药研究。它有 500 多员工和 10 个研究中心。

新西兰羊毛研究所 Wool Research Organisation New Zealand (WRONZ)

新西兰羊毛研究所是世界一流的羊毛、纺织品研究、开发、技术的研究机构。它的服务地区遍及欧洲、澳大利亚、日本和美国。

林业研究所 Forest Research Institute (FRI)

林业研究所是非常著名的林业技术、科技和林产品的机构。它的研究领域包括动植物繁殖、基因工程、树木改良、林业维护、木材加工和纸浆研究。

私营部门 Private Sector Research

基督城有一些私营研究机构在研发方面享有盛誉, 其研发领域包括:

电子

电信制造业

软件业

食品加工业

精密机械工业

卫生产业

农业技术

研究与咨询业

航空工程

多媒体

外资 Overseas Investments

武汉：外资在武汉经济中占有举足轻重的作用。自 1992 年 5 月武汉被批准为沿江开放城市以来，它成为中国中西部地区的外商投资的热点地区。

- 到 2002 年底，有 50 多个国家和地区在武汉进行投资；
- 5000 个外商投资企业，实际利用外资 70 亿美元。
- 世界 500 强中有 49 家已在武汉建立了企业，300 家跨国公司在武汉设立了办事处。

机遇 Opportunities

通过比较武汉与基督城我们发现，两个城市有很多共同点。共同点意味着有更多的合作机遇。两个城市业已存在的合作关系可能会在教育与研究领域创造出合作机会。

经济促进 Economic Development

武汉市经济委员会与坎特伯雷经济发展局签署合作伙伴关系协议。双方互换信息、交流促进经济管理的经验、互派官员、推动企业在对方国家的发展，建立全球主要城市之间的经济管理战略联盟。

根据武汉工商总会与基督城雇主商会 2003 年签署的协议，大批中小企业将于 2004 年来基督城参加私营企业展销会。

大学合作 Universities

华中理工大学 - 坎特伯雷大学

武汉大学 - 坎特伯雷大学：两校可共同开展南极研究

华中农业大学 - 林肯大学：双方可以开展农业合作研究

江汉大学 - 林肯大学：双方已经签订了合作协议

武汉商业学院 - 基督城教育学院：2003 年 9 月签署协议，双方开展 2+2 模式的校际合作。根据协议，学生可以在武汉学习 2 年，然后在基督城的教育学院学习 2 年，获得商业学士学位。

武汉教育局 - 坎特伯雷大学：双方正在讨论在武汉联合办学的计划。在武汉学习合格的学生可以获准在坎特伯雷大学进行学位学习的资格。

坎特伯雷大学和武汉市外事办公室准备合作开展一个培训项目。

中小学校 Schools

武汉女子中学与基督城女子中学考虑建立交流协作关系。

武汉育才小学与 Ilam 小学考虑建立交流协作关系。

食品工业 Food & Beverage

武汉正在加快食品工业的发展。基督城有食品工业发展的优势。目前，武汉市经济委员会与新西兰最大的企业 Fonterra 探讨合作可能性。

电动汽车 Electric Automobile

Designline Ltd 是新西兰最大的城市客车和电动汽车生产企业，正与位于武汉经济技术开发区的东风电动汽车有限公司洽谈合作事宜。

中药 Chinese Traditional Medicine

目前越来越多新西兰人接受中医中药，而且亚洲人口不断增加。武汉中药产业发达，在基督城有较好发展机遇。

农林 Forestry and agriculture

新西兰已经成功地从南美引进了辐射松。武汉正在考虑建立环城森林带，这对基督城的农林产业来讲是巨大的市场机遇。

基督城是“世界花园城市”，其园艺闻名世界。武汉制定了山水园林城市的建设规划，正在考虑建设一批保护区、城郊区的生态绿化带，形成城市、郊区的生态绿化空间网络。这为基督城的园艺业提供了良好的机遇。

而且基督城还可以帮助武汉市发展园林建筑设计，林肯大学是行业中的领先者，可以在公园和花园以及管理上帮助武汉。

基督城的畜牧业十分发达。武汉正致力于农业产业化，发展畜牧业，延伸食品工业的产业链。这为双方合作提供了机遇。

旅游业 Tourism

到新西兰来旅游的中国人正逐渐增多。另一方面，武汉也大力发展旅游业，吸引外国人到汉旅游。武汉国际旅游节每年举行，为双方提供了合作机遇。

结论 Conclusions

- 随着经济全球化的发展，不同文化背景的国家对和平和发展有着共同的要求，因此，合作将越来越紧密。不同国家城市之间进行合作也十分重要。一方面可以促进国家间的关系，另一方面城市可以从中获得经济和社会利益。实践证明，武汉和基督城已经从它们各自的国际合作中获得了益处，虽然有些益处是当前不可见的。
- 武汉和基督城均是本国的重要城市。近年来，已成功合作了几个项目，并有许多项目即将启动。基督城的商界人士也表示出对与中国伙伴合作的兴趣。
- 在政府方面，两市领导人支持双方更加紧密地合作，并促成了近来双方有关组织和机构之间合作协议的签署。地方政府的支持有利于建立一个合作平台，为两市所有的合作伙伴和潜在的合作项目提供优先支持。
- 武汉和基督城虽然相距遥远，但是在区位、经济发展和科教方面，存在许多相同和相似点，合作潜力极大。
- 长期来看，这一关系对两市的经济和社会将产生有益的影响。因此，建立一个长期的合作关系极为重要。



建议 Recommendations

本文将阐述武汉与基督城如何保持长期合作的方式：

构建平台 Set up a umbrella between the two cities

武汉与基督城开展范围广泛的合作，重要的是，为双方的合作项目提供平台——姐妹城市或者战略合作伙伴。对武汉而言，武汉希望建立姐妹城市关系，因为它是城市之间关系的最高级别。

其次是基督城在武汉常设一个促进坎特伯雷/基督城的联络办公室，武汉在基督城设立同样的机构。IETCL（国际教育和技术有限公司）是位于基督城的一家公司，在武汉有办事处，与中国特别是武汉有广泛的联系，建议 IETCL 作为双方的联系方。或者双方进行工作人员交流。武汉市经济委员会与坎特伯雷发展局 2003 年 11 月签订的协议中包括了工作人员交流。

教育先行 Start from education

良好的开端是成功的一半。武汉与基督城已经在教育上开展了合作，未来存在更多的合作机会。教育合作将有利于城市关系的进一步发展，因为它将为未来培养支持这种合作关系的人群。武汉和基督城已经在教育方面开展了合作。双方还有很大的合作潜力。应在各方面开展合作：语言培训，基础教育，本科、研究生及教师的培训。大学和其它研究机构可以开展合作项目研究。

经济合作 Put economic cooperation in the centre

武汉和基督城的合作关系应有利于创造商业机会。两个城市应相互组织商业推介活动，介绍各自的优势。

基督城在武汉可以开展的推介活动：

- 组织企业家参加武汉国际机电博览会和武汉国际旅游节。
- 坎特伯雷教育界在武汉进行第二次教育展。

武汉在基督城可以开展的推介活动：

- 组织推介武汉经济开发区和武汉东湖高科技开发区的活动。
- 组织推介武汉中国光谷的活动。

寻求支持 Apply support from the Central Governments

获得中央政府支持对城市间的合作很重要。武汉和阿纳姆成功的垃圾合作项目告诉我们，中央政府的支持至关重要。基督城应极力争取新西兰中央政府的资助。

应充分利用新西兰经济发展部、外交与对外贸易部、新西兰贸易企业局、中小企业部和科技部所拥有的国际合作资源。

中国科技部支持国际科技合作，并对政府间的合作项目优先支持。

文化交流 Don't forget culture

- 文化是桥梁，可以帮助人们加强相互理解。文化交流的最终目标是不同文化背景人们间

的合作。关于文化交流，双方可以开展学生和艺术家等之间的交流。

- 旅游促进文化交流。由于武汉每年举办国际旅游节，基督城可以在此盛会上展现独特的毛利文化。许多中国人准备来新西兰旅游，这将大力促进新西兰的旅游经济。但由于签证限制，新西兰旅游市场没有向中国开放。中国和新西兰都应该致力于放宽中国旅游者来新西兰旅游的限制。
- 武汉和基督城可以组织互动活动。奥克兰和广州是个很好的例子：过去几年，奥克兰——广州协会突出文化与教育项目，去年在奥克兰举办了‘广州日’活动。2万多人参加了此次活动，展示了广州文化、食品、民俗和商务。相应的‘奥克兰日’在广州组织得也相当成功。
- 开设一些课程介绍中国和新西兰的商业文化和风俗。
- 充分发挥在基督城工作的武汉人的积极作用。现在基督城居住的武汉人已逾 400。在武汉与基督城的合作中他们可以扮演积极的角色。



行动计划 Action Plan

双方可通过以下活动推进合作：

- 建议基督城市长率团于 2004 年访问武汉。代表团成员包括大学、学校和企业界人士。
- 在双方的市长会谈中，两市签署关于建立姐妹城市或战略合作伙伴关系的协议。
- 建立代表涉及本项目的合作委员会。合作领域包括政府、经济、文化等方面。
- 委员会成员应包括来自两市政府、教育、经济、农业和高科技领域的人员。
- 委员会职责是促进两市之间的合作，组织双方协商，促成谅解备忘录、合作协议和意向书的签署，在两市之间建立紧密的关系。
- 武汉市和新西兰有关政府部门或有关组织应为该委员会提供足够的资金。
- 本文的五位作者也将继续促进本项目的实现。

时间进度 Time Plan

2004:

- 近期，坎特伯雷发展局高级官员将访问武汉，为基督城市长正式访问做准备。
- 上半年，争取两市市长签署建立姐妹城市关系或者战略合作关系协议。
- 10 月，在武汉推介基督城。邀请基督城企业家参加武汉国际机电博览会和武汉国际旅游节。

2005:

- 武汉市长率团访问基督城。
- 在基督城推介武汉：
 - 推介武汉经济技术开发区、东湖高新技术开发区（武汉·中国光谷）。
 - 双方进行商务会谈。

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