For the Asia residence, here's what we did last year. This will illustrate the kinds of things we do in each region. The pattern is pretty much the same  
  
**Seoul, Korea**  
Spent much of the day with [Hanjin Shipping](imap://pl46@imap.mail.gatech.edu:993/files/Hanjin_Presentation.pdf) to discuss the container line industry, the challenges of managing capacity and profitability, the strategic choices regarding land-side operations, the evolving competitive landscape, the changes in vessel sizes and routes, etc.

**Seoul, Korea**Spent the day with CJ Global Logistics discussing On-line, catalog and television sales in Korea, the network to support those sales, fulfillment operations in the distribution center, parcel distribution operations in Korea, etc.

**Beijing, China**  
Spent much of the day meeting with Sino Trans to discuss contract logistics in China, their joint venture operations and strategies for future development.

**Tianjin, China**   
Spent much of the day meeting with John Deere to discuss manufacturing in China, the challenges of managing in-bound supply from regional and US suppliers as well as the difficulties of distributing finished goods to operations around the world. We discussed the motivations for putting the operations in Tianjin, the extent to which expectations had been fulfilled and the on-going challenges of operating there.

**Beijing, China**  
Spent the morning with Schneider Logistics to discuss "Trucking Industry in China", the structure of the industry, the rapidly evolving road infrastructure, the issue of tolls, the impacts of protectionist policies of provincial and municipal governments, the difficulties of operating in western provinces, etc.

**Beijing, China**Spent the afternoon meeting with Intel to discuss the pressures on manufacturing in China to "Go West".  Why Intel moved assembly test operations to Chengdu, the challenges of delivering sensitive equipment to the region, the issues faced in getting finished goods out to the markets, etc.

**Guangzhou China**  
Spent the day with Jabil Circuits talking about contract manufacturing in China and the Pearl River Delta, strategies for managing customs and duties for raw materials and finished goods utilizing Hong Kong and discussed a case study of speeding delivery of components from suppliers in the US and Europe.

**ZhongShan, China**  
Met with Proctor & Gamble to discuss the market for  fast moving consumer goods in China.

**Guangzhou, China**  
Met with McDonalds to discuss the restaurant business in China, the challenges of establishing and maintaining an appropriate supplier base, the adjustments to the format, menu and marketing required to serve the Chinese market and strategies for successfully attracting, retaining and developing a workforce.

**Hong Kong, China**   
Met with the Hong Kong Trade Development Council and the Hong Kong Logistics Association to discuss Logistics Infrastructure in the Pearl River Delta and the evolution of the western banks of the Pearl River (Zhongshan for example) as the next major manufacturing area. The migration of lower skilled and lower margin manufacturing to western provinces and their replacement with more sophisticated manufacturing operations. The competition and cooperation among the ports and airports in South China.   
  
**Hong Kong, China**  
Met with Hitachi to discuss how they use the logistics and contract manufacturing infrastructure in South China to meet their customers' needs as well as the evolving challenges imposed on those operations by customer demands for increasing speed and flexibility.

**Hong Kong, China**  
Met with Deloitte to discuss the Financial  & investment climate in Hong Kong-China and to review supply chain risks imposed by globalization, tight capacity, threats to infrastructure, disease outbreaks, etc.

**Hong Kong, China**  
Met with Modern Terminals to discuss security and container tracking as well as the challenges of operating under Hong Kong's space constraints and congestion.

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