

# Anhui views Maryland as a source for technology, trade, education

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Hefei, China—China's Anhui province and Maryland are a world apart—in economic development, in standards of living, in political systems, in culture—but people here are looking expectantly toward Maryland as a partner in their modernization program.

They see Maryland as a source of advanced technology, as a customer for Anhui's industries, an educator for its brightest students, an audience for its artists. They also share the belief, widespread in China, that Americans hold the secret to the good life and will share it.

Yet Anhui's people insist they are realists and know that what works in America may not work in China. Provincial officials say they do not expect a lengthy series of agreements to emerge from the visit of Governor Harry R. Hughes, who arrives in Peking today, but do hope it will lay a foundation of goodwill for broad ties between Maryland and Anhui.

"We are convinced that each has a lot to gain from this relationship as long as it



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is built on mutual understanding and benefit," Hou Yong, a deputy governor, said in an interview. "There is trade, scientific and cultural exchanges, cultural enrichment. We really want to broaden and strengthen our relations during this visit, though we realize these must be built step by step.

"The first step, however, is mutual understanding. Only when we know each other well and know what each expects and what each can offer can such relations develop."

Trade is at the top of Anhui's list, not only because it would expand production here and increase the country's foreign trade but also because it would help modernize the province's industry. Anhui officials want to discuss general prospects for a variety of joint ventures and other trade schemes with Maryland businessmen accompanying Governor Hughes.

Scientific, technical and educational exchanges rank second, and the University of Maryland and China's elite University of Science and Technology, based here, already have drafted an agreement starting such a program.

Anhui officials are interested in other exchanges—in culture, medical education, public health, environmental protection—but have not yet put forward proposals, apparently wanting to see what the Maryland delegation suggests.

"We know that agreements and business deals are not reached in one or two talks," said Chen Yimin, deputy director of the Anhui foreign affairs bureau, "but we are hoping to exchange a lot of ideas about how to implement the broad agreement we reached last year when Maryland and Anhui established this special relationship."

The 15-member Maryland delegation will stay in Peking five days, meeting with Wan Li, one of China's new vice premiers, who led the Anhui delegation to Maryland last September while he was the province's governor and Communist Party chief. The Marylanders also are scheduled

to talk with Chinese trade officials in the capital.

On Sunday, the Maryland delegation will come to Anhui in east-central China for a week. The program here is a mix of visits to factories, schools and rural communes, official talks, business negotiations and sight-seeing. The new governor, Zhang Jingfu, a former finance minister, is the delegation's host.

The delegation later will go to Shanghai, China's largest city and industrial center, Canton, and then Hong Kong. It started the trip with a stopover in Tokyo to promote trade between Japan and Maryland and Japanese shippers' use of the port of Baltimore.

The hope of winning a major share of Sino-American trade, more than \$2 billion last year and probably on its way to \$5 billion or \$6 billion in the next two or three years, was a major factor in Maryland's invitation last year to Anhui to establish a "sister-state" relationship, the first between an American state and a Chinese province.

"For our part, we are certain there are good prospects for trade and feel this can lead to other exchanges," says Zhang Youmin, director of the Anhui foreign trade bureau. "We have a population of 47 million and a total industrial and agricultural output of 18 billion yuan [about \$12 billion]. That is a fair market for any company."

"We have surplus capacity in many of our industries, we have skilled labor available at a relatively low cost, we are very flexible on the terms of trade."

Anhui currently is concluding the sale of 100,000 pairs of leather shoes to one American firm and is talking with others on the export of canned foods, knitted clothing, handicrafts and bamboo products; in addition, the First National Bank of Chicago is discussing terms for financing the export of coal from Anhui.

The province is interested in joint ventures with American firms, in purchasing modern American equipment and paying for it with manufactured goods and in processing and assembling raw materials and semi-finished goods for reexport. And Mr. Zhang says Anhui now has authority to conclude most of these deals itself without going through the Foreign Trade Ministry in Peking. It recently reopened Wuhu, an historic Chang Jiang (Yangtze River) port, to foreign ships to help boost its exports.

Another Chinese province, Hubei, which has established a sister relationship with Ohio, is discussing more than \$600 million in deals with firms there, and the trade delegations that have come to China from more than 20 other states in the past 1½ years have generated sharp competition for the Chinese market.



Sun photos—Michael Parks

Comic-book stands are common in Anhui, and they draw many readers, such as at this stand in Anqing. For about two-thirds of a cent, a reader can enjoy a book that is mostly pictures with a few words. Illiteracy is still a serious problem in China.

The Maryland delegation includes top executives from the Black & Decker Manufacturing Company, First National Bank of Maryland, Fairchild Industries, Crown Central Petroleum, Noxell Corporation, and the Lavino Shipping Company. James O. Roberson, the Maryland Secretary of Economic Development, and Wayne Cawley, Jr., the state's Secretary of Agriculture, are also in the delegation.

The advanced level of technology the Anhui delegation saw in its two weeks of visits to Maryland factories, farms, schools and research institutes last year has already had an impact here—and has whetted the province's appetite for direct access.

At the Anhui Tractor Factory in Hefei, for example, engineers are designing a new multipurpose tractor that could be used in developing new farmland as well as in plowing and other normal agricultural tasks. "Wan Li saw tractors that dug ditches, could be used as cranes, turned over new ground and were not too big to manage easily or too costly to manufacture," the factory manager said. "We are now at work on something similar for our farmers."

Mr. Cawley, the Maryland Secretary of Agriculture, has a number of proposals to make to Anhui officials to help modernize farming here and raise the scientific level of agriculture in the province, including development of dairy farming and crop research.

After trade and technology, Anhui is placing its hopes on a broad exchange of

scholars and graduate students with the University of Maryland, the Johns Hopkins University, and other schools in the state; Anhui wants to send its people to Maryland for study and research and to receive American teachers here. In exchange, it is willing to accept Maryland students and professors wanting to come to China.

"Our interest is obvious—such an exchange will help bring Chinese science up to date, up to world levels," said Professor Yang Jengcong, a vice president of the University of Science and Technology here. "America's interest, we think, is as an investment for the future, for Chinese science has historically been at the forefront and will be again. Even now, the scholars who visit from America and Western Europe say they find the discussions here very stimulating and profitable."

The university, which is part of the Chinese Academy of Sciences, is now building one of the three nuclear accelerators under construction in China, a linear accelerator, like that at Stanford University, to be used for a wide variety of experiments in solid-state physics, molecular biology, structural chemistry and nuclear physics.

"After completion, even during construction, we welcome American and other foreign scientists to come and work with us," Professor Bao Zhongmou, director of the project, said in a pledge to reduce the secrecy surrounding China's nuclear research program.

One of the first proponents of the

Anhui-Maryland relationship was John Samson Toll, president of the University of Maryland, who had developed extensive relations between Chinese schools and the State University of New York at Stony Brook, Long Island, when he was there. Professor Chuang-Sheng Liu, a physicist like Dr. Toll, has been the principal intermediary between Maryland and Anhui over the past year; Dr. Liu is acting director of the plasma physics and fusion energy laboratory at College Park.

Dr. Richard S. Ross, dean of the medical faculty of the Johns Hopkins University, is also a member of the Maryland delegation.

Other ideas that Anhui officials are considering include an exhibition of traditional Chinese art, a handicrafts exhibition accompanied by several craftsmen, a dance, song and acrobatic troupe like the one that recently visited Africa, and a technical exchange on controlling industrial pollution.

To prepare for Governor Hughes's visit, originally planned for last October but postponed until now, local officials have launched a clean-up campaign in Hefei, paving streets, planting trees and grass, building a new water fountain, clearing out several blocks of shanties and rehousing the occupants.

The management of the Ma Anshan Iron and Steel Works has even been given a deadline of the Hughes visit there to tame its two "yellow dragons," two towering smokestacks that send clouds of yellow and red smoke and soot billowing over that city.



A peasant woman returns from the fields.