

RELEASE IN PART
B6

From: PIR <preines[redacted]>
Sent: Thursday, November 5, 2009 7:09 AM
To: H; millscd@state.gov; balderstonkm@state.gov; toivnf@state.gov; crowleypj@state.gov
Subject: Re: Ed Luce article

At Boeing in Moscow, Jake and I sold Janine Zacharia of Bloomberg on looking at your Commercial Diplomacy efforts - and this is one of the things she's basing it on. So we should be seeing that in the next weeks, and I think it will trigger other US press to follow, or at least absorb. That's our hope and plan anyway.

On 11/5/09, H <HDR22@clintonemail.com> wrote:

> Great article. Thx to all. I'm copying PJ and Philippe to see if they
 > can it into US press coverage of us and our efforts.

>

> ----- Original Message -----

> From: Mills, Cheryl D <MillsCD@state.gov>

> To: Balderston, Kris M <BalderstonKM@state.gov>; Toiv, Nora F

> <ToivNF@state.gov>

> Cc: H

> Sent: Thu Nov 05 05:55:18 2009

> Subject: RE: Ed Luce article

>

> Nice!

>

>

> _____
 > From: Balderston, Kris M

> Sent: Wednesday, November 04, 2009 5:30 PM

> To: Mills, Cheryl D; Toiv, Nora F

> Subject: FW: Ed Luce article

>

> Finally a decent article

>

> Go Yanks

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> _____
 > From: Balderston, Kris M

> Sent: Wednesday, November 04, 2009 5:28 PM

> To: Reines, Philippe I; Crowley, Philip J

> Subject: Ed Luce article

>

> Clinton set to smooth Obama's visit to China

>

> By Edward Luce in Washington and Geoff Dyer in Beijing

>

> Published: November 4 2009 02:00 | Last updated: November 4 2009 02:00

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> Hillary Clinton is on course to raise the \$61m in private money needed

> to build a US pavilion for a trade fair in Shanghai next year,

> clearing one of the main foreign policy obstacles ahead of Barack

> Obama's state visit to China next week.

- >
- > Mrs Clinton, whose first visit as secretary of state was to China,
- > inherited a situation where the US was the only country other than
- > Andorra that had failed to confirm its attendance at the Shanghai Expo
- > - to the chagrin of the Chinese.
- >
- > America's absence from the fair, running from May to October, was the
- > first issue to be raised by the Chinese when Mrs Clinton visited in
- > February. "The Chinese were very upset," says Elizabeth Baghley, who
- > heads Mrs Clinton's office for global partnerships. "When she came back from China she said:
- > 'Whatever it takes, this matters to China and to US business and we
- > are going to get this done'."
- >
- > The task was more arduous than expected. Unlike all the other
- > participants in what is expected to be the largest trade fair in
- > history, the US administration is barred by federal law from spending
- > a single public dollar on global trade fairs. Mrs Clinton, who has
- > extensive experience at fundraising as a presidential and senatorial
- > candidate, was also prevented from asking for money herself.
- >
- > The bureaucratic obstacles were made worse by the fact the Chinese had
- > already tapped large US companies, such as Cisco and Coca-Cola, to
- > spend money on their own corporate pavilions, which will face their
- > national counterparts across the river around the fair in Shanghai.
- > The situation was retrieved when three companies - Chevron, GE and
- > PepsiCo - were persuaded to put up \$5m (£3.4m, £3m) each. So far \$46m has been pledged.
- >
- > Mrs Clinton's emphasis on getting a US pavilion contrasted strongly
- > with the attitude of the Bush administration. Some even referred
- > disparagingly to the "Chi-comms" - an old-fashioned abbreviation for
- > Chinese communists. "The state department basically saw it as a lost
- > cause," says one state department official. "Some people laughed when
- > they heard Hillary wanted to do this."
- >
- > Shanghai has huge hopes for the Expo, which it sees as a chance to
- > cement the city's global brand as an international financial centre
- > and modern metropolis. With an official budget of Rmb28.6bn (\$4.2bn)
- > and 70m expected visitors over the six months, the Expo has been
- > marketed as the sort of coming-out party for Shanghai that last year's
- > Olympics was for Beijing - and an event to rival the great 19th
- > century world fairs in London, Paris and Chicago.
- >
- > Given such heady expectations for what will be the world's largest
- > fair, the absence of the US would have been considered a huge slight
- > and a loss of face for the Chinese. Mindful of how much it mattered to
- > the Chinese, Mrs Clinton saw it as an opportunity to build their
- > trust. During strategic and economic talks with Chinese counterparts
- > in Washington last summer, Mrs Clinton vowed she would get it done
- > even if she had to "build it myself, brick by brick".
- >
- > Mrs Clinton was also backed by John Huntsman, the US ambassador to
- > China and former governor of Utah, who repeatedly told Washington how
- > much symbolic value it would bring to China.

>
> Mrs Clinton, who will be with the US president on his state visit next
> week, is expected to visit the site and may be in a position to
> announce that all the money has been raised.
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